U.S. DEPARTMENT OF COMMERCE PUBLICATION

International Commerce

In this issue: 430 specific trade opportunities

April 15, 1963

Record-breaking wheat shipment

THE UNIVERSITY OF MICHIGAN
APR 3 0
PERIODICAL READING ROOM

Business Bulletins *from around the world*

BELGIUM—Belgium-Luxembourg Economic Union (BLEU) foreign trade hit record in 1962, with exports of $4,327 million ($3,925 million in 1961) and imports of $4,509 million ($4,209 million in 1961). Exports to U.S. up about 10%, to $386 million.

Belgium-Japanese agreement, resulting from Belgian economic mission to Japan in May 1962, signed, permitting extension of 250 million francs ($5 million) in 5-year credits for financing exports of Belgian capital goods to Japan.

FRANCE—Columbia Broadcasting System, Inc., establishes Disques CBS for production and sale of records and all sound and picture equipment.

Diamond Power Specialty Corporation of Lancaster, O., forms Diamond Power Specialty France, Paris, for distributing instruments used in repairing and cleaning steam engines burning coal or petrol.

Kenmill Textile Corporation, New York, founds Kenmill France, Paris, for making textiles.

INDIA—Another public sector machine tool plant to be established with monthly capacity of 1,000 tools—600 radial drills, 250 column drills, 50 horizontal borers, 50 production jig borers, and 50 vertical-honing and lapping machines. New plant, in Kerala, to cost $15.75 million (including $3.68 million in foreign exchange).

India to obtain oil exploration equipment costing about $8.4 million from USSR under agreement signed March 15.

Detonator-manufacturing plant to be established at Hyderabad with technical assistance from Hungary, which has been supplying increasing quantities of these explosives. India annually imports about $2 million worth of detonators, mainly from United Kingdom.

Foreign Exchange Regulation Act extended to territories of Goa, Dama, and Diu, effective Mar. 11, 1963.

INDONESIA—Government signs $2 million contract with Poland for construction materials plant to be built in Djakarta suburbs under $30 million credit line extended by Poland in 1961. Scheduled for capacity output by 1967, plant to produce annually at least 80,000 cubic meters of lightweight concrete, 110,000 square meters of floor tiles, and 100,000 square meters of wooden doors and windows for use in building prefabricated houses.

ITALY—Consumption of stainless steel in 1962 was around 70,000 metric tons. Domestic production was about 60,000 tons in ingots and 5,000 tons in castings. Imports were over 25,000 tons. Exports, which in 1962 were mostly to Germany, France, and Switzerland, rising steadily. Steel production at end of first 2 months of 1963 rose 5.3% over same period in 1962; pig-iron output 14.8% higher.

Breda-Hupp Co. reportedly to build air conditioners in Bari plant.

IVORY COAST—Port of Abidjan Director announces private investment in port area stands at 3.6 billion CFA francs ($14.7 million). Figure includes warehouse, office and commercial space; trucks, trailers, tractors; tugs, barges, etc. Traffic through port in 1962 totaled 2.5 million metric tons as against 500,000 tons 10 years ago. With future private investments and planned public expenditures for additional piers, Abidjan promises to expand even more rapidly in future and in time should rival Dakar as one of West Africa's most important shipping centers.

NETHERLANDS—First European facilities for the transshipment of liquid sulfur to be constructed in Botlek industrial area of port of Rotterdam. U.S. export organization, Sulexco, to finance greater part of project in cooperation with Frans Swarttouws Havenbedrijf, Dutch port-services company. Frans Swarttouws to operate installation along with planned fully-mechanized, bulk-goods transshipment facility with storage capacity of 1.5 to 2 million tons.

W. R. Grace & Co. of New York acquires controlling interest in C. J. van Houten & Zoon N.V., large Dutch cocoa and chocolate company. Van Houten subsidiaries located in Great Britain, France, and Germany.

NIGER—Copro-Niger, state-private consumers' cooperative, opens seventh retail outlet in continuing program to improve country's distribution system. Company, ranking as major business with annual sales of over 300 million CFA francs ($1.2 million), interested in obtaining U.S. goods for retail (textiles, beverages and milk, and selected consumer goods).

Recently released study on industrialization possibilities, conducted by French consulting firm, recommends establishment of rice milling plant (2,500 tons, $120,000); textile plant (600 tons, $2 million); pilot meat cannery (700 tons); and metallic furniture factory.

NIGERIA—New $200,000 slaughterhouse recently opened at Maiduguri in Northern Nigeria, first of chain of modern slaughterhouses. New installations to carry out processing for markets of southern Nigeria and other parts of West Africa.

Campaign to encourage population of African countries to drink cocoa instead of coffee and tea planned during 1963. Cocoa Producers' Alliance, composed of cocoa-producing countries of Ghana, Brazil, Nigeria, Ivory Coast, and Cameroon, feels that such an effort will help obtain higher world prices for cocoa.

PHILIPPINES—Acting on local manufacturer's complaint that foreign-produced monosodium glutamate being dumped in Philippines, Department of Finance levies special dumping taxes on importations from U.S., Japan, and Taiwan. Tax on U.S. shipments is $.08 per pound.

UNITED KINGDOM—Fafnir Bearing Co., New Britain, Conn., and British subsidiary, Fafnir Bearing Co., Ltd., to construct plant in Lisburn, Northern Ireland, to make high-precision steel balls and ball bearings. Initial phase, to be completed by end of 1965, will involve about 250 employees and 85,000 square feet of manufacturing space.

DEPOSITED BY THE
UNITED STATES OF AMERICA

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the cover

The largest merchant ship ever built in the U.S.; the largest ever to fly the American flag, and the largest cargo of grain ever loaded in one ship is portrayed on the cover. The S.S. Manhatten, 940 feet long, carrying 65,550 tons of wheat, sailed to deliver it's 1,300 freight cars of grain, estimated to be the crop from 100,000 acres, to Poland this month. Built in the Bethlehem Steel's Quincy, Mass., yards, the Manhatten loaded her record export cargo from Cargill, Inc., Norfolk and Baton Rouge elevators. Photo courtesy Bethlehem Steel Co.

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Cleveland's world traders discuss Trade Act's impact

Hear experts discuss effect on trade with EEC, Canada, Japan and Latin America; tariff parley seen as door to export rise

By ARTHUR McDERMOTT
Staff Writer

It's spring in Cleveland, and, like everywhere else, young men's fancies are turning to thoughts of world trade. As a matter of fact, even the old-timers seemed to be enjoying themselves at Cleveland's 18th Annual World Trade Conference in the Pick Carter Hotel April 4.

Theme of the day-long conference, which was attended by a record-breaking crowd of more than 300 businessmen, was "The Trade Expansion Act and You."

Referring to fears that U.S. exports may be shut out of the Common Market, Charles P. Taft, General Counsel of the Committee for a National Trade Policy and former mayor of Cincinnati, told the conference the U.S. won't lose exports "if our business and industrial leaders show they really believe in the competitive enterprise system."

Mr. Taft said the greatest difficulty associated with the new Trade Act will be the gradual adjustment to imports over a phasing-out period. Cautioning his listeners that "we are still dealing with a very substantial protectionist sentiment in this country," he advised exporters to reply to every "squawk" for protection by asking, "Are you in favor of free enterprise or not? Are we competitive or not?"

Industrial customers best

With regard to the developing nations, Mr. Taft emphasized that industrializing a country has always resulted in its becoming a better customer. He also pointed out that wage differentials between these nations and the U.S. do not make an appreciable difference in the price of items they produce, because the unit cost of production is actually the determining factor in deciding whether or not goods are competitive.

Leonard B. Tennyson, Director of the EEC Information Service in Washington, told the conferees that the new Trade Bill should make it possible to attack problems heretofore "swept under the rug" at the upcoming round of tariff negotiations. He said that although the EEC's "ebullience of previous years" has slowed down, Europeans are vitally interested in these talks now that the U.S. can offer more meaningful concessions.

Mr. Tennyson also reminded his listeners that the veto power within the Common Market is being whittled away, with tariff negotiations scheduled to become subject to approval by a weighted majority vote by the end of 1965.

International cooperation

The St. Lawrence Seaway, built in cooperation with Canada, has helped raise Cleveland's world trade volume from 79,121 tons in 1958, to 456,000 tons in 1962, according to Cleveland Mayor Ralph S. Locher.

Speaking on the Canadian view of the Act, former Canadian Ambassador to Moscow L. Dana Wilgress said Canadians feel that free trade in selected commodities is the key to future U.S.-Canadian trade. He mentioned the arrangement whereby Canada stopped producing tractors some years back and concentrated on combines and other harvesting machines. Now there is a profitable 2-way trade in tractors and harvesters between the U.S. and Canada which Mr. Wilgress feels could serve as a model for many other Canadian-U.S. arrangements.

Calling every domestic producer a potential exporter, Carter Kissell, President of the National Castings Company, told his luncheon audience that "it's hard to believe that only the 4% of U.S. firms which are now exporting have export opportunities." He stressed the need for U.S. firms to adjust to the changing conditions of world trade. "You can't hold a customer unless you prove of value to him," said Mr. Kissell. He also called attention to the support which the State and Commerce Departments are providing for exporters.

Latin outlook

Felipe Herrera, President of the Inter-American Development Bank, told the conferees that the economic integration of Latin America should expand and diversify U.S. trade with the area, with sales of manufactured and semi-manufactured goods accounting for a much larger proportion than at present, with raw materials showing a relative decline. Pointing to a 15% rise in U.S. exports to the Central American Com-

LATIN DEVELOPER: Felipe Herrera, President of the Inter-American Development Bank, describes the state of Latin economic integration to the Cleveland World Trade Conference in the Pick Carter Hotel.

mon Market in 1962, Mr. Herrera said "Economic integration has created an identification of these countries with the future. Now they know there is a way out."

"The incredible point in our history is that the Latin American nations have never been able to establish commercial relations with one another, but had there primary trading relationships with Europe and the U.S.," he said. "Our historical tragedy is that each nation tried to work out its problems separately," but economic integration can do away with such extremes as the need for phone calls from El Salvador to Costa Rica having to go through a Miami switchboard.

"Now there is a private sector evolving in Latin America," Mr. Herrera said, "and the Latin American Association of Industrialists was recently founded."

Continuing the Latin theme, Igor Gordevitch, Vice President of Vision, Inc., said there is more reason for optimism than pessimism regarding Latin America today, despite its much publicized troubles.

Scoring the idea of treating the entire area as a single economic entity, Mr. Gordevitch said that "A good year in Mexico can be a bad one in Argentina and vice versa. And as you know better than I, even a bad year is never all bad." By including both the good with the bad, Mr. Gordevitch concluded that the overall picture shows that "U.S. investors are still moving south, with almost half of the $3.2 billion worth of investment guarantee program applications in process at the end of 1962 dealing with enterprises in Latin America."

The development plans called for by the Alliance for Progress place heavy stress on manufacturing and agriculture, and should result in a bigger market for —or investment opportunity in—capital goods and farm machinery, according to Mr. Gordevitch. "Performance does not always match the planning, but you'd be surprised how close the 2 were last year in Chile and elsewhere," he added.

"You can't drive private money anywhere," Mr. Gordevitch concluded, "you must attract it. I contend that there is a lot of attraction in a continent that has one-quarter of the world's forests, one-fifth of its copper production and at least 30% of its iron ore reserves."

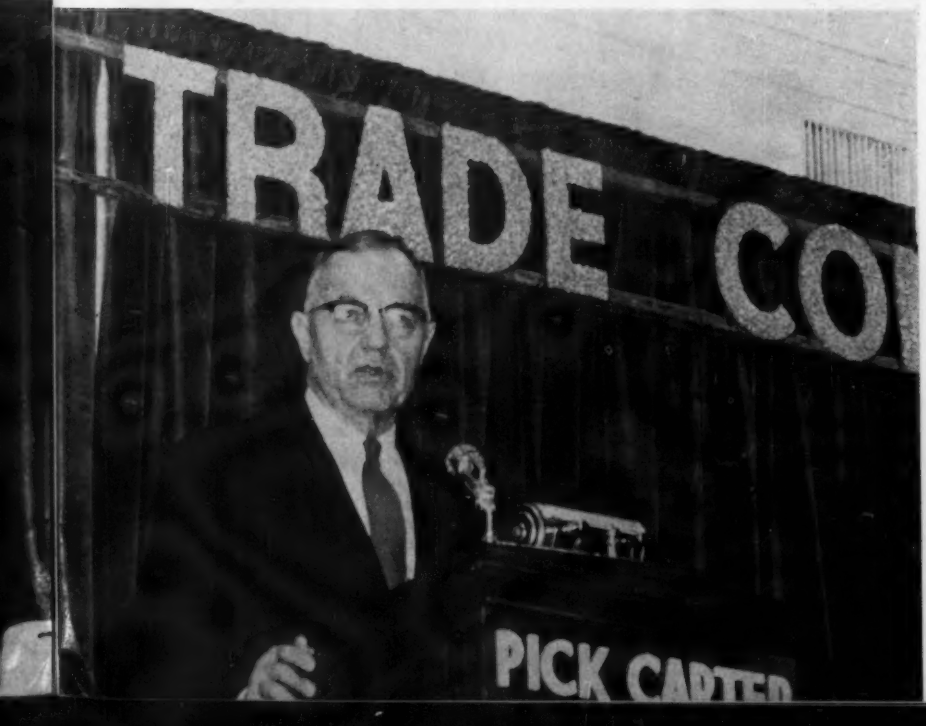
Two-way street

Jiro Tokuyama, Public Affairs Director of the Japan Trade Center in New York, emphasized that trade with Japan must be a 2-way street, if she is going to earn enough money to continue as the second largest buyer of U.S. products (taking $1.8 billion in U.S. goods during 1962, while selling only $1.4 billion to this country).

He pointed out that the Montana-sized nation of 90 million people must trade to live, and that Japan no longer produces cheap goods, with cheap labor and with no consideration of patent rights. Stringent government and private quality control programs have virtually eliminated criticisms of the quality of Japanese goods, and her export policy has renounced the policy of saturating markets in favor of orderly marketing characterzied by diversified markets and merchandise.

Fringe benefits add to the purchasing power of Japanese workers, and the nation recently passed Great Britain in the number of home TV sets. Mr. Tokuyama said that 60% of urban Japanese homes have washing machines and 30% have refrigerators. These prolific middle-class consumer patterns could not exist in an economy based on starvation wages, Mr. Tokuyama said, and Japan's continued economic growth promises higher wages and an even wider export market for American producers.

FREE TRADE ADVOCATE: Charles P. Taft, General Counsel of the Committee for a National Trade Policy, warns conferees of the pitfalls of economic protectionism during his talk on U.S. trade with Europe.



AID loan will buy U.S. goods for Dacca airport

The foreign exchange costs of constructing a new international airport at Dacca, capital of East Pakistan, will be financed under a U.S. loan authorized by the Agency for International Development.

The $4.3 million loan will finance the purchase of U.S. heavy construction machinery, building materials and engineering services for building the airport, including terminal buildings and housing, access roads, electrical, lighting, water supply and refueling installations.

Since 1955, the U.S. has financed the services of technical experts from the Federal Aviation Agency, who have advised the Government on the development of a national civil aviation system. More than $5 million has been made available for airport and airways equipment for air traffic control, communications, navigational aids, fire protection, passenger safety and crash rescue operations.

February export spurt cuts dock strike backlog

The Census Bureau has announced that seasonally-adjusted U.S. exports of domestic and foreign merchandise, excluding the Defense Department's Military Assistance and Grant-Aid shipments, rose from $982.1 million in January to $2,130.6 million in February. The 117% increase reflected accelerated export activity to reduce the backlog built up during the dock strike which ended January 25.

Seasonally-adjusted exports are still running more than 10% below levels for the first 2 months of 1962, despite the February rally.

Mansholt sees hope for EEC; believes poultry imports may climb as price level falls

Reports Benelux countries and Italy disturbed by Franco-German treaty and potential 1966 block; Discusses establishment of internal price levels

"The actual Franco-German treaty in its present form creates a serious problem", Sicco Mansholt, Vice President, the Commission, European Economic Community, told Washington newsmen and government officials at a National Press Club luncheon April 9th.

"It requires the governments of both nations to consult with each other in all matters concerning Common Market affairs and to strive for prior agreement," he said.

"This treaty obligation quite naturally disturbs deeply the four other members—that is, the Benelux countries and Italy. Looking ahead to January 1st, 1966, these two major nations will have the voting strength to block every community decision in the Common Market's Council of Ministers. Their prior consultation will deny the essential quality of our Community—which is the mutual confidence and equality of all members.

"The exclusion of the United Kingdom has also signaled that the President of the French Republic does not wish our Community to have an open character, but instead sees the future Europe as solely continental."

Explaining the EEC agricultural plan, Mansholt said:

"Our agricultural market organization is no more protectionist than any other—not more, for instance, than yours. We operate by what is called a variable levy system. The mechanism of this levy system is neutral. That is to say, it can be used in a liberal way or in a protectionist, even autarkic, way. I will do anything in my power to see it develop in a liberal way.

Grain exports

"The United States is a great cereal supplier to us: Some 6 million tons a year. What will become of this market? I can tell you that the variable levy system in itself does not offer the slightest difficulty to your grain exports. It replaces previous quotas, which, as you know, are real obstacles.

"The problem lies in where price levels will be established within our internal system—and they have not yet been established.

"In seven years our common agricultural market will have one price level. If that level is set too high, then we will grow more cereal ourselves, and it's not hard to see that this would mean self-sufficiency in ten years' time and the end of imports. We don't want this.

"Since we don't want to stimulate such production in the Common Market of wheat and feedgrains, we must be very careful about increasing our prices. And the Common Market Commission has made proposals to keep prices in line.

European improvements

"But although we're doing our best to discourage overproduction among our own farmers and to give the United States and other agricultural exporters a fair deal, I don't want to give you false hope. It will indeed be hard for the United States to increase imports hereafter. But the reason has nothing to do with the Common Market.

The reason is that European agriculture—making the same technological improvements U.S. agriculture has to a large part already made—will soon be able to fill increasing demand for food in Europe. You have technology and chemistry to blame for this, not EEC."

"We want to recognize your interest in every way possible. Your poultry exports to us have fallen sharply since January 1st. As a result, the Common Market Commission has proposed to its Council of Ministers—representing the six member countries—that the minimum import price level for poultry be reduced. But only in a moderate way. But I hope that our recommended reduction will restore to some degree the poultry exports of non-member countries to our market."

MISSION TO NETHERLANDS: Seated, l to r, Louis E. Nordholt, Vice President, Temco, Inc.; Secretary Hodges; Mrs. Mildred Andrews, Executive Secretary, American Textile Machinery Assn; Robert D. Sharp, Mission Director, Dept. of Commerce; standing, E. W. Barnwell, President, Apex Corp.; Fred Kessener, Trade Development officer, Commerce; Jack Gomperts, President, Calagrex, Inc.; and W. D. Voelker, Consulting Engineer. The Mission will serve in the Netherlands from April 20th to May 18.

John T. Connor to deliver talk at trade meeting

World Trade Day set in Boston; expected to attract over 300

John T. Connor, president of the pharmaceutical firm of Merck & Co., Inc., will discuss "U.S. Government Support of Corporative Operations Abroad" at the 10th Annual New England's World Trade Day April 24 at Boston's Sheraton Plaza Hotel.

John T. Connor

Connor, whose company has extensive international distribution, will speak at the banquet climaxing a day of talks and discussions on the theme, "International Trade: Challenge and Opportunity."

The program, sponsored by the International Trade Association of New England, is expected to draw more than 300 representatives of industry and government.

Chapman to speak

Scheduled for the morning session are welcoming remarks by Louis C. Farley, Jr., vice president of State Street Bank & Trust Co., and World Trade Day chairman; keynote address by Richard P. Chapman, president, New England Merchants National Bank, and talks by Prescott C. Crafts, Jr., vice president, The First National Bank of Boston; Manuel G. Garcia, executive vice president, International Business Associates, Inc., and Eugene M. Braderman, director of the Bureau of International Commerce in the U.S. Department of Commerce.

A discussion by Boston's "Starring the Editors" television panel will be held during the luncheon.

Speakers at an afternoon symposium will include James Hagler, director, International Marketing Institute, Harvard Business School; Stefan Jean Rundt of S. J. Rundt & Associates, New York; William D. Vaughn, president of Overseas Management Services, Inc.; Peter F. Greene, editor, International Trade Review, and Hugo E. R. Uyterhoeven, instructor, Harvard Business School.

Japan even buys kip from U.S., Hurley finds

By Neil C. Hurley, Jr.

Chairman, National Export Expansion Council

Chicago — The other evening we stopped at the Florentine Room of the Pick-Congress Hotel to attend a reception given by the U.S.-Japan Trade Council. It offered food and drink sufficient to revive a panel of experts and their weary listeners, who since nine o'clock in the morning had been discussing agricultural trade with Japan.

"You should meet Mike Muramatsu," said Robert Bean, Director of World Trade for the Chicago Association of Commerce and Industry, a co-sponsor. "He's the only Japanese on the trade council. The rest are Americans." We never did discover the reason for this numerical imbalance, but it turned out that Masumi Muramatsu is quite a guy. His last trip to Japan was almost a year ago when, at the Attorney General's request, he accompanied Robert and Ethel Kennedy, flying with them from Hawaii, attending receptions and tutoring the American visitors on how low to bow to whom and the best way to sit comfortably on the floor while eating bumble bee soup. Mr. Muramatsu (some people call him M. M., others Mike; his wife says Masumi) has just returned from an Austrian ski holiday and looks as though he would fit the physical fitness requirements of the Kennedy way of life. He is trim, athletic and a refreshingly dapper dresser. Casually informal in a three button jacket, with button down shirt collars, he's almost too jaunty for most of his countrymen, who usually only look relaxed while wearing a kimono.

We inquired how Japan, 9,000 miles away, could possibly be the largest consumer of U.S. farm products. "We buy from the United States because you are the lowest in price and the most dependable," he said, noting our eyebrows as they moved half way toward a hairline currently in full retreat. "You really are the lowest in price," he repeated. "Your farms are highly mechanized. Those in the far east are small and couldn't hope to use your kind of equipment."

In keeping with the agricultural atmosphere, we edged Mr. Muramatsu closer to a sumptuous table, bursting with sea creatures and toasted, roasted goodies topped with colorful sauces, loaded with enough delicacies to be a warm-up for a Roman orgy.

"We make shoes, sporting goods, things like that with your leather. We have 90 million people and they all wear shoes. We also buy your tallow for soap, your cotton for clothes. We import more of these products than any other country. We buy your food. Actually, you're changing our eating habits. Traditionally, we drink tea, yet now we are the biggest customer for U.S. instant coffee. We are the largest U.S. purchaser of raisins, mostly from California.

"And you're beginning to hook us at birth. Our babies now eat your canned baby food, the blend doctored just a bit for the Japanese taste. Again we are your largest market. In a few years maybe Japanese children will not want to eat rice," he grinned.

"We must import for we cannot grow enough to feed ourselves. Your soy beans are used for food. They are made into cereals and soy bean loaves and, of course, we make soy sauce from it."

We asked what kind of hides the Japanese bought.

"Cattle," he said, "but we also use a lot of kip."

"Intriguing," we replied. "What's kip mean?"

"How should I know," he said. "It's an English word."

Next day we called the special services division here for the United States Department of Agriculture. They referred us to Paul Soendorf, chief of its marketing information. He suggested Paul Fuller, chief of the market news office at the stockyards.

Somebody finally looked it up in the dictionary. In case you're interested, it's the undressed hide of a young steer, and the Japanese are more hep on kip than any other country. Especially ours.

U.S. Commercial officers in South America briefed on Export Expansion campaign

Jack Behrman heads group of Commerce officials to conference held in Lima this month; Commercial officers discuss areas offering export potential

Headed by Assistant Secretary of Commerce Jack N. Behrman, a group of Department of Commerce officials met for a 3-day conference the first of the month with Commercial Attaches and Commercial Consular Officers at Lima, Peru.

Purpose of the meeting was to acquaint the officers in the field with the intense preoccupation of the Administration over the U.S. balance of payments problem, the policies designed to relieve it, the importance attached to the export expansion program, and the role of the Commerce Department and the commercial officers in carrying out the program.

Ambassador J. Wesley Jones discussed the importance of Peru as a trading partner and a major recipient of U.S. investment. He cited figures to show that the U.S. accounts for about 40 percent of Peru's imports and 35 percent of her exports in a rapidly expanding market. U.S. investment accounts for about 72 percent of the total foreign investment. The ratio of direct U.S. investment to gross national product is 27.1. This is exceeded only in Panama, Venezuela, Honduras, and Canada.

The Ambassador described the investment climate as favorable, although clouded by political uncertainties in a pre-election period, as Presidential elections are scheduled for June 9. On the favorable side he cited the Industrial Development law, providing tax incentives; a sound Mining Code; a free currency exchange system; no import licensing restrictions; free remittance of profits; stable national currency; and favorable balance of payments.

Behrman spoke

Secretary Behrman in his opening remarks, discussed:

❶ The condition of the U.S. economy;

❷ An outline of Administrative Policy designed to stimulate growth at a faster rate; and

❸ The responsibility of the Department of Commerce.

The economy of the United States was described as lagging behind major European countries, as well as Japan, with growth insufficient to absorb the increasing labor force. He described the pending tax proposals and outlined the activities of the Area Redevelopment Program. He suggested that its applicability to Latin American countries be studied. The balance of payments problems and the responsibility of Commerce in expanding exports as perhaps the most significant means of attaining some relief was discussed. He cited the arrangements made through the IMF to reduce drawings on our gold reserves, the expansion of tourist travel to the United States, the Defense Department's Buy American Policy, as significant elements in easing the gold outflow problem. However, he stressed the predominant role of expanded exports in substantially reducing imbalance and expressed the hope that more intensive efforts in the field and closer collaboration with the Department of Commerce might significantly increase our Latin American exports.

U.S. has two roles

Eugene Braderman, Director of the Bureau of International Commerce, outlined the responsibilities of the Department in the international trade field and the manner in which the Bureau has been reorganized to fulfill its role. He stated that the United States Government has two major roles to play:

❶ Creating a climate to increase trade. This means efforts to reduce tariff and non-tariff barriers in the trade field and efforts to reduce the threat of expropriation in the investment field.

❷ Promotion of trade in fields where U.S. business is not active. This means aiding business firms to expand export activities by bringing government services to them.

The principal instrument for affecting the climate of international trade is the Trade Expansion Act, Braderman said. However, its impact cannot be felt before the end of 1963, and, therefore, could make no balance of payments contribution before 1965. Because of the urgency of the problem, the Bureau of International Commerce has recently been reorganized and is giving top priority to increasing exports. He urged the Commerical Officers to look upon themselves as salesmen for U.S. exports, and said that activities relating to export expansion should take priority over all other tasks.

A summary of developments in the Commercial Career Service was presented by Don Gilpatrick Director of Foreign Commercial Services for Commerce and Ted Hadraba, State Department Coordinator.

Watch changing trends

Claude Courand, Director of the Bureau's American Republic division, summarized significant developments in the Latin American trade and investment fields. He pointed out the significance of our export level of around 3.2 billion for the past several years despite the loss of the half billion dollar Cuban market and a falling off of over a half billion in exports to Venezuela. He cited significant gains in other countries and stressed the need of Commercial Officers to be alert to changing trends, and advise of trade opportunities as these shifts become apparent. He pointed out that despite the high level of U.S. exports there was not a single country in Latin America where the U.S. is increasing its share of exports.

In analyzing the reports from the field the conclusion seemed inescapable that major trading competitors were outselling the U.S. primarily because of more agressive selling methods tailored to the requirements of the market and because they offered more liberal credit terms.

On the investment side he cited the policies of various Latin American governments of excluding foreign investment in utilities, mining and petroleum. Since such investments were accompanied by substantial exports of capital goods, the U.S. has lost a good share of what was almost a "captive" market. An encouraging factor was the recent trend toward major U.S. investment in industry with the accompanying exports of machinery and continuing exports of raw materials and spare parts.

The trend toward government ownership of utilities is so intimately involved in politics in the area that this may no longer be an appropriate field for foreign investment, Courand said.

A panel discussion covered the trade potential that might be generated through the Alliance for Progress balance of payments assistance, compensatory financing, international commodity agreements, AID and AIDB financed projects and accelerated industrialization.

Another panel session discussed local government attitudes toward private enterprise. domestic and foreign; the importance of U.S. investments to U.S. trade; problems derived from excessive dependence on primary products and efforts to diversify; and trading methods of U.S. firms.

Senegal's outlook promising despite foreign trade dip; foreign investment welcome

Association with EEC may ease economy's reliance on peanut; U.S.-Senegalese Investment Guarantee pact being negotiated

The Senegalese economy made slight, uneven advances during 1962.

Satisfactory gains were made in expansion of the domestic market and implementing publicly-financed projects designed to support further industrial and commercial growth. Preliminary figures, however, show that Senegal's foreign trade decreased, although the outlook for both the immediate and long-run future is considerably more promising.

The 4-Year Plan ended its second year with mixed results. Progress was made in infrastructure development, and public investment goals were met or exceeded. However, private investment fell short of expectations; it had been anticipated that foreign and local private investors would provide 45% of the country's investment needs.

The signature late in 1962 by Senegal and 17 other African states of a new association agreement with the European Economic Community (EEC) holds promise for the Senegalese Government in its efforts to diversify the country's agricultural base and lessen the economy's dependence on peanuts. The agreement, which still must be ratified, calls for Senegal to receive $46.7 million over the next 5 years expressly for diversification and production. Also under the new agreement, French subsidies for Senegal's peanut exports will be reduced gradually, ending completely in 1965.

Preliminary information indicates that the value of Senegal's foreign trade declined last year. Total exports were valued at $65.8 million during the first 6 months of 1962—13% less than first half 1961. Imports, over the same period, rose by only 3.4% to $84 million.

France remained Senegal's principal trading partner, supplying 64% of the country's total import needs (compared with 66% for all of 1961), and purchasing 86% of total Senegalese exports (76% in 1961).

The strong commercial ties between France and Senegal result first and foremost from special subsidies and tariff arrangements France accords Senegalese peanuts; under recently signed economic agreements, France will take approximately 75% of the 1962-63 peanut crop at 20% above the world market price.

This subsidy, together with extensive French financial and technical aid in other fields, is of vital importance to the Senegalese economy. Senegal, in turn, provides preferential treatment for certain French manufactured goods and agricultural products such as sugar and wheat.

Well-established trade channels with French suppliers, and consumer familiarity with French products are also important elements contributing to this situation.

Significant changes in the traditional pattern of trade, however, may be introduced by the new EEC association agreement. Senegal and the other associated African states will be obligated to modify existing tariff and non-tariff barriers so that most-favored-nation treatment will be extended to all Common Market members.

Industrial output grows

According to the best available statistics, Senegalese industry numbers about 320 firms. Industrial turnover rose 75% from 43 billion CFA francs ($174 million) in 1956 to over 75 billion CFA francs ($304 million) in 1962.

Senegalese industry today supplies 100% of all vegetable oil, flour, biscuits, and soft drinks consumed in the country, 80% of confectionery, beer, tobacco and cement, 65% of shoes, and 20-30% of sugar, chocolate and textile yarns. In addition, many of these products are exported abroad and to neighboring African states.

Senegal is actively encouraging new industry. An Investment Code was promulgated in 1962 which provides for substantial benefits to foreign private investors undertaking new operations or expanding existing facilities. A U.S.-Senegalese Investment Guarantee Agreement is being negotiated.

New industry

Some new industry is being created. Construction of a small petroleum refinery (awarded to an American firm) is underway, and the project is expected to be in operation by September. The Taiba phosphate mines, which have a large American participation, increased production substantially in 1962, mining over 400,000 metric tons.

A small steel plant (scrap conversion) is being considered for construction sometime in 1964. Domestic textiles continue to benefit from protective tariff measures, and a new textile plant is forecast for Saint-Louis. A refrigeration plant, also with American interests involved, is to be built at the port of Dakar.

Market outlook favorable

Senegal offers many possibilities for enterprising U.S. traders and investors, and both the short- and long-range outlook is encouraging.

On the immediate horizon, the Senegalese economy will probably be strengthened considerably by renewed economic relations with the neighboring state of Mali. This will mean the reopening of the Dakar-Bamako railroad and a sharp rise in traffic for the port of Dakar. Air traffic between the 2 countries has already been resumed.

Major issues between the countries have now been settled and normal economic relations should be resumed during 1963.

Sicilian imports doubled since 1956; prospects good for U.S. trade, investment

Many firms seek purchasing agreements with U.S. companies; island is growing market for all sorts of manufactures

U.S. business prospects in Sicily are increasing, according to the U.S. Consulate General in Palermo. The extent to which they expand depends on the continued growth of the Sicilian economy and the island's own aggressiveness in expanding its industrial and commercial activities and its transportation and communication facilities.

In the last 6 or 7 years per capita income, level of investment, level of trade with mainland Italy and abroad, American investment and U.S. sales have all risen impressively. However, some Sicilians say there is not yet a sufficiently high level of savings and investment and managerial talent in Sicily to sustain continual growth from within.

Therefore, both public and private investment capital and know-how must continue to come from outside—from mainland Italy in great part. Thus, although there is no correlation between mainland and Sicilian levels of prosperity, Sicily's economic development does depend ultimately on the general health of the Italian economy.

Accelerating growth

If the latter remains good, there is no doubt that mainland funds needed to continue Sicily's growth will continue to flow in, and in ever larger amounts. This does not mean that Sicily will match Northern Italian levels of economic growth and prosperity in the foreseeable future, but it does mean that Sicily's importance as a market for all sorts of manufactures will continue to increase at a substantial rate. Italian and foreign businessmen will find thinking in terms of "the Sicilian market" more and more worthwhile.

U.S. business should be able to get its share of this growing pie. American businessmen might find it worthwhile to visit Sicily to assess the market at first hand, which is precisely what representatives of the U.S. Trade Mission recommended a few months ago when they called particular attention to the growing industrial and commercial areas of Catania, Syracuse, and Messina.

U.S. firms with an office in a mainland city or a sales arrangement with a mainland Italian firm might consider making similar arrangements on the island, in order to take advantage of the 100% increase in Sicily's direct imports from overseas during the past 6 years. Many local businesses are buying in larger quantities to satisfy a larger market and are no longer content with purchasing foreign products from middlemen on the Italian mainland.

In fact, a number of firms are now trying to make direct purchasing arrangements with U.S. companies. Sicilian firms are interested in importing: electric pumps and other equipment for irrigation; anti-frost installations; agricultural machinery and equipment; oil and water well drilling equipment; saline water conversion plants and equipment; electric household appliances such as air conditioners, dish washing machines and washing machines; toys; building materials; fishing boat equipment and supplies; marine motors; pleasure and other small sea craft; ship chandler supplies; machine tools; machinery for the animal feed industry; citrus fruit processing and canning machinery and equipment; and earth moving equipment.

American businessmen interested in expanding their overseas markets and providing technical know-how might well consider investigating the possibilities in Sicily.

Further information about country or area articles appearing in this department, as well as current information on commercial and economic conditions abroad can be obtained from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Commodity stories generally are prepared by the Business and Defense Services Administration (BDSA) industry divisions.

Reports are based on dispatches from U.S. Foreign Service posts and on department analysis.

Conference slated on Middle East's development aims

Specialists from all areas will be included in Washington meeting

The Middle East Institute will gather together development specialists from government, private enterprise, and abroad to discuss all aspects of "The Developmental Revolution in the Middle East" at its 17th annual conference on Middle Eastern Affairs.

The Conference will be held at Georgetown University's Gaston Hall, in Washington, D.C. from May 2 to 4.

Robert Nathan, President of Robert Nathan Associates, will speak on **Trade and Taxation as Development Tools,** and Richard D. Robinson of MIT's School of Industrial Development will discuss **Private American Investment.**

James Langley of the Arthur D. Little Company will describe the **Role of Private Consultants,** while Datus Smith, the President of Franklin Publications, will talk on **American Books Abroad.**

Ray Hill of the Ford Foundation in Iran will comment on the **Role of Foundations** and Victor E. Rockhill will explain **Commercial Banking's Role.**

Walt W. Rostow, Chairman of the Policy Planning Council, and Jerome E. Weisner, the President's Science Adviser, are among the other outstanding speakers scheduled on the program.

Inquiries can be directed to the conference office, 1761 "N" St. NW., Washington 6, D.C. Phone ADams 4-4441.

Growing French market offers attractive area for U.S. sales

Six French cities to hold international trade fairs in 1963; U.S. Trade Mission to visit nation from May 4 to June 6

Continued industrial production growth, full employment at rising wage levels resulting in increased individual purchasing power, a liberal trade policy setting new marks for both imports and exports, and a strongly reinforced external financial position all combine to make the French market attractive.

France's gross national product rose by 5.6% in 1962, according to the U.S. Embassy in Paris. Overall economic expansion was, after Italy, the strongest in Europe, stemming from private domestic consumption more than from exports. While the former climbed 10.2% over 1961, the latter gained a mere 2.5%.

Production has been meeting stepped-up demand without bottlenecks or various inflationary pressures, and the disruptive effects of an unusually severe winter were overcome by the spring.

U.S. exporters continue to enjoy excellent opportunities, both in traditional export leaders and in technically advanced lines, because of the continued modernization of French industry. A particularly rewarding potential exists for:

- mechanical equipment such as internal combustion and other engines, pumps, materials handling equipment, earthmoving machinery, lawn mowers, graphic arts and printing machinery, and industrial sewing machines;
- machine tools and pneumatic tools;
- office equipment;
- electronic and electrical equipment, such as generators, electric motors, transformers, converters, current regulators;
- automotive accessories such as safety belts, engine filters, sparkplugs, bumperguards, mirrors, floormats;
- aircraft components such as galley units, instruments, and metal fasteners;
- scientific and professional instruments such as portable electrocardiographs, bifocal contact lenses;
- coloring materials;
- synthetic resins;
- vinylic lacquers;
- bulk vitamins;
- antibiotics;
- anticorrosion products;
- pulp and paper products such as glossy laminated and colored paperboard, egg containers, chemical pulp, coniferous wood, cellulose pulp;
- airconditioning and refrigeration equipment for industrial and commercial use;
- industrial and commercial floor cleaning and waxing machines, dishwashing machines and machinery for cleaning, drying, filling and labelling of containers;
- filtering and purifying machines for liquids or gases;
- toys;
- sporting goods;
- steelmill and refinery equipment;
- industrial and institutional cleaning and laundry equipment.

To introduce new products in France, energetic sales and follow-up efforts are necessary. American business will receive a first-hand report from a Trade Mission sponsored by the Department of Commerce which is going to France from May 4 to June 6. The team will discuss U.S. supply sources, distribution channels, quality standards, design, packaging, and delivery and credit terms, and gather and disseminate information on trade opportunities in the consumer goods field.

Exporters wishing to acquaint French buyers with their lines can benefit from the following 1963 international trade fairs: **Paris,** May 23-June 3; **Nancy,** June 1-12; **Bordeaux,** June 15-27; **Strasbourg,** September 5-16; **Marseille,** September 19-30; and **Metz,** October 2-13 (there are also numerous specialized shows). Booths should be staffed with French-speaking representatives and sales literature should be printed in French.

The c.i.f.-value of U.S. goods exported to France in 1962, was $777.4 million according to French statistics, up 5% over 1961. U.S. exports to France in 1962 exceeded imports by $348.8 million. As in 1961, the U.S. was France's second supplier (after Germany). But while the dollar value of our shipments to France rose, the U.S. percentage share of total French imports declined from 14.2% to 13%.

The steady growth of French industry resulted in major U.S. export increases. U.S. statistics show exports of electrical machinery at $ 37.8 million (up 15%); industrial machinery at $113.6 million (up 15%); aircraft and parts at $34.8 million (up 151%); and chemicals and related products at $56.1 million (up 3%). Vegetable food products and beverages rose to $36.5 million (up 65%).

Declines were registered mainly in cotton, at $28.6 million (down 60%); and metals and manufactures excluding machinery and vehicles, at $53.9 million (down 25%). The drop in cotton was due mainly to a combination of price and quality considerations, with metals falling due to curtailed French orders for steel scrap and refined copper and molybdenum.

U.S. imports from France were down 3% from 1961, according to Bureau of the Census figures. With the exception of increased shipments of leather goods and beverages (especially wines and cognac), most other commodities showed minor declines.

Overall position healthy

The French Government made substantial advance repayments on its foreign debt in 1962, reducing by almost one-half the gross balance-of-payments surplus of $1.3 billion. Official gold and exchange reserves stood at $3.9 billion on March 15, 1963, as high in per capita terms as in the U.S.

However, there are a number of disconcerting factors, such as rising prices, the low pace of export progress, a slower rate of investment development, and unsettled wage questions in nationalized industries, particularly mining. On balance, these factors on the debit side of the ledger are outweighed by France's dynamic overall expansion.

Correction

An economic report on trade conditions in Mexico, published on page 22 of the April 1st issue of INTERNATIONAL COMMERCE, should have reported that a contract had been awarded the Missouri Pacific Railroad to supply 100 box cars. The report was in error in indicating the contract had been awarded to another company.

New Yorker and his firm indicted for export violation

Tried to ship electronic goods without obtaining export license

B. W. Trading Corporation and its principal official, Benjamin Winkler of New York City, have been indicted by a Federal Grand Jury for violations of the U.S. Export Control Act and the false statements statute, according to the Bureau of International Commerce.

A 3-count indictment was handed down in connection with an attempt to export highly strategic electronic instruments and accessories, to Austria, without obtaining the required export license from the Department of Commerce. The shipment was seized by U.S. Customs agents on March 15, and Winkler was arrested when the goods were delivered to an airline at Idlewild International Airport for export.

Winkler, for his company, submitted a shipper's export declaration to Customs which falsely described the goods being shipped and their true value. As declared by Winkler, the merchandise would not have required a specific export license from the Department of Commerce. BIG officials said the company had previously submitted an application for a specific export license to ship the oscilloscopes and accessories to a customer in Vienna, Austria, but the license had not been issued.

The seized shipment was part of a larger order for oscilloscopes and accessories placed by Winkler and the company with the American manufacturer.

Tariff Commission probes German wire rod imports

On the advice of the Treasury Department, the U.S. Tariff Commission has begun an investigation to determine if hot-rolled carbon steel wire rod imports from West Germany are injuring or threatening to injure domestic industry.

A public hearing in connection with this investigation will be held in the Tariff Commission's Hearing Room, Tariff Commission Building, 8th and "E" Streets, N.W., Washington, D.C., beginning at 10 a.m. on May 14. All parties will be given opportunity to be present, to produce evidence, and to be heard at such hearing.

Interested parties desiring to appear should notify the Secretary of the Tariff Commission, in writing, at his offices in Washington, D.C., at least 5 days before the hearing.

AID backs drill-bit survey in Taiwan and South Korea

The Agency for International Development has approved a private survey of the feasibility of drilling-bit manufacturing in Korea and Taiwan. The survey will be undertaken by the Sprague and Henwood International Corporation of Scranton, Pa.

The corporation is considering a wholly private investment in conjunction with local companies to salvage worn diamond bits for use in the local manufacture of new diamond drilling bits for use in major drilling operations in the Far East.

This latest survey marks the sixth to be approved for the Far East. It's the first such survey for Taiwan but the second for Korea.

AID will share up to 50% of the estimated $3,900 cost of the Sprague and Henwood survey if the firm decides not to go through with the investment, in which case the reports become the property of AID. Otherwise, the firm will assume the full cost of the survey.

Eximbank loan helps small, medium-sized Jamaica firms

The Export-Import Bank has authorized a $5 million credit to the Development Finance Corporation of the Government of Jamaica for re-lending to small and medium-sized business firms wishing to buy U.S. equipment to establish, maintain or expand their facilities.

Tools, machinery and other equipment may be purchased in the U.S. for a wide range of Jamaican industries, such as mining and quarrying, chemicals, cement, clay products, foods and beverages, clothing, footwear and leather products, soap and cleansers, furniture, wood, paper, plastic and rubber products, and others as may be approved.

The maximum amount to be re-lent to a single borrower is set at $500,000.

U.S. will supplement Argentine standby agreement with IMF

Interim assistance is in addition to help through the Alliance

The U.S. Government has announced loans and other financial assistance to the Government of Argentina in support of a renewed standby agreement concluded by the International Monetary Fund on March 27. The IMF will make available $50 million through October 1963, which, together with the supplementary U.S. resource will assist the Argentine Government in carrying out a series of measures to strengthen its financial position.

The U.S. Treasury is extending its outstanding exchange agreement, which was due to expire on June 6, 1963, for 4 months. This action will make available to Argentina $25 million not previously drawn. The Agency for International Development will provide $20 million for balance of payments assistance.

Subject to completion of Argentine bilateral accords with European governments for refunding arrangements agreed in principle during November, 1962, the Export-Import Bank will refinance up to $92 million of Argentine debts.

These interim assistance measures, undertaken in collaboration with the Government of Argentina, are in addition to resources made available to Argentina under the Alliance for Progress in carrying forward a program of economic development to speed the economic and social well being of the Argentine people.

India buys $2.6 million worth of PL 480 tobacco

Agreement has been reached between the U.S. and India on an amended program under Title I, Public Law 480, for the sale of $2.6 million worth (including certain ocean transportation costs) or about 2.6 million pounds of tobacco.

The proceeds from this sale will be used for loans by the Agency for International Development to private U.S. and Indian business firms; economic development loans; and for payment of U.S. obligations abroad.

AID grants Korea $6 million to buy surplus U.S. lumber

An Agency for International Development (AID) grant will provide $6 million worth of American lumber and logs, for Korea's wood products and construction industries.

Korea has long suffered from lack of lumber, and AID has been assisting in a large reforestation project and helping develop the country's sawmill industry.

Up to half of the grant will be used to buy logs from log surplus areas in the U.S. The balance will be spent for the purchase of sawed lumber.

To insure that logs are purchased only from those sections of the U.S. where they are surplus, the authorization will require that any purchase contract must be offered for at least one month to that area's forest product industries, and proof of this offering must be shown by 3 rejections from these industries. The U.S. Department of Agriculture's Forest Service will confirm such rejections.

Procurement will be conducted through commercial channels between Korean buyers and private U.S. sellers. Further details of the program will be made available by AID's Office of Small Business.

U.S. commercial airline will assist Bolivian line

Technical and management assistance to Bolivia's national airline, Lloyd Aereo Boliviano, will be provided under an Alliance for Progress contract, the Agency for International Development has announced.

AID will grant funds to finance a management contract with a U.S. commercial airline. The airline, to be selected by AID, will provide the Bolivian airline with day-to-day recommendations on improving flight operations, maintenance and engineering, accounting, procurement and inventory contracts, rates, station management, communications, and general management.

The largest domestic airline in Bolivia, Lloyd Aereo Boliviano flies to and maintains 27 airports within Bolivia—a country with fewer roads and railroads than any other in Latin America. The airline provides cargo and passenger service to many areas that would otherwise be isolated for lack of all-weather connecting roads.

2 Netherlands firms lose export rights

Failed to explain alleged shipment of agricultural chemicals to Cuba

Two associated import-export companies in the Netherlands and a Dutch businessman have been barred indefinitely from all further U.S. export transactions for failure to furnish information about their handling of U.S. agricultural chemicals believed to have been illegally transshipped to Cuba.

The Bureau of International Commerce's denial order, effective April 5, 1963, named N.V. Industrie—en Handelsonderneming J. Simonis, N.V. Aviacom, and the latter's managing director, Alexis Hendrikus Johannes de Vos, all of Rotterdam.

The Bureau said that the companies purchased from the U.S. 72,000 pounds of a fungicide valued at $40,600, and 6,215 gallons of an insecticide valued at $31,800, which were shipped to Rotterdam. Aviacom and Simonis were informed that it would be in violation of U.S. law to ship these agricultural chemicals to Cuba.

The Bureau, having reason to believe that some or all of the U.S. goods were transshipped to Cuba, asked the Netherlands purchasers to account for their disposition. When responsive answers were not received, the Bureau order was issued. It will remain in effect until the necessary information is furnished.

The order prohibits de Vos, the 2 Dutch companies, their officers, agents and employees, and all other persons and firms related to them in the conduct of trade from ordering, buying, receiving or disposing of any U.S. commodities, and from otherwise participating directly or indirectly in any transactions involving U.S. commodities or technical data.

New foreign trade reporting rules for U.S. firms issued

The recently revised foreign trade statistics regulations were published in the Federal Register of March 16. The new regulations will govern the collection of data for foreign trade statistics from exporters, importers and carriers under the renewed legislative authority for this statistical program enacted by the 87th Congress as Public Law 87-826 and became effective April 13, 1963.

Reporting requirements and procedures under the revised regulations are essentially similar to those now in effect. The principal changes are in the form and arrangement of the regulations themselves, with some modifications to clarify or improve the reporting or procedural requirements or their administration.

Reprints of copies of the revised foreign trade statistics regulations are being prepared, and sales copies were scheduled to become available on or about April 10, 1963, at the Superintendent of Documents, Government Printing Office, Washington 25, D.C., for 15 cents per copy. Copies of the revised regulations will be supplied to Department of Commerce Field Offices and Collectors of Customs.

Pakistan to hire U.S. consultants

$4 million AID loan will pay for long range water-power plan

A U.S. loan to Pakistan will finance the services of American engineering consultants in drafting a long-range program of water and power development in East Pakistan.

The $4.4 million Agency for International Development loan, also will pay for the services of 2 American engineers as independent advisors to the East Pakistan Water and Power Development Authority.

The program to be developed for the next 20 to 30 years will attack the twin problems holding back East Pakistan's agriculture—floods in the monsoon season and insufficient irrigation in the dry season—and also will include plans for power development which is essential for any increase in industrialization.

The consulting engineers will also assist the Authority in the preparation of programs for implementation during the current (second) Five-Year Development Plan and succeeding Plan periods. Their contract with the East Pakistan Authority also will call for providing training for technical personnel of the Authority both in Pakistan and in the U.S.

Belgium plans sales tax reform

Belgium has drafted ordinances to replace the present "cascade" transactions (sales) tax by a single "forfeitary" (lump-sum) tax in several industry sectors. Revisions applicable to steel and metal manufactures are the furthest advanced, the U.S. Embassy in Brussels reports.

The present system imposes a separate transactions tax at each sale up to but not including the retail level. According to the Minister of Finance, this favors integrated producers and penalizes specialization by other firms engaged in manufacturing components, thus providing an obstacle to economic expansion. Furthermore, he contends, the transactions tax rates now imposed on imported products often fail to equalize the tax burden borne by the competing domestic producer.

EEC harmonization

Complementing the recently concluded fiscal reform of direct taxation, the proposed transactions tax reform is to be undertaken within the framework of an over-all harmonization of indirect taxes by Common Market members, which calls for replacement of cascading turnover taxes by a single tax before 1967.

The present basic rate of the Belgian tax is 6%. Some imported items, however, are subject to higher rates resulting from the imposition of an additional charge to compensate for taxes assessed on the same type of domestic goods during manufacture.

Further information on articles appearing in this department, and on current foreign government trade and investment regulations, is available from the Office of International Regional Economics, Bureau of International Commerce, Department of Commerce, Washington 25, D.C., or as indicated in individual stories.

PANAMA: FLOUR MILL

Panama's first flour mill is now in production with a daily capacity of 100 long tons—roughly equivalent to the volume of flour being imported into the country (FOREIGN COMMERCE WEEKLY, Oct. 10, 1961, p. 40).

According to the U.S. Embassy in Panama City, a flour-import quota was established Feb. 21, 1963, and amended on March 7, setting maximum flour imports at 963,037 kilograms (2,123,111.37 lbs.) per month. An increase in flour duties is being considered by Panamanian authorities.

Details given on Panama's controls of food marketing

Requirement for lab check of each product is emphasized

Word has been received that Panama issued a decree (No. 440) last October changing the effective date of an earlier decree (No. 256) on registration for food and beverage sales from Oct. 23, 1962 to Mar. 31, 1963.

Foods and beverages arriving after Mar. 31, 1963 must be registered before sale in Panama.

Decree No. 440, according to the U.S. Embassy in Panama City, modified Articles 261 and 262 of Decree No. 256. While most of the regulations are still applicable, greater emphasis has been placed on laboratory analysis of each product, performed by the University of Panama laboratory. An analysis costs from $15 to $155, depending upon the product's composition.

Procedure

All food and beverage products must be approved by and registered with the Office of Pharmacy, Drugs and Foodstuffs of the Ministry of Labor, Social Welfare, and Public Health. This office charges a fee of $25 for registering each product. Under the new regulations, the Ministry's approval is dependent upon the University's laboratory findings.

Registration must now be initiated by a Panamanian attorney, and the legal fees charged for this service are approximately $15. Miscellaneous charges, such as for stamped paper and fiscal stamps, are about $5. These fees and charges combine to make the over-all registration process, in some cases, somewhat costly.

The original registration of foodstuffs is valid for 10 years. Spot-checks are to be made by the laboratory to insure that no unauthorized changes are made in the composition of the products.

Six months from Mar. 31, 1963 are allowed for replacing goods now in stock with those bearing the registration number called for in Decree No. 256.

Foreign Contract Awards

Described below are recent contract awards for construction work and supply of equipment, materials and services. Although most of the work will be performed by the contracting parties, additional firms may be called upon to furnish assistance or services.

Supplemental information may be obtained on items designated by a star (★) from the Trade Opportunities Staff, Business and Defense Services Administration, Department of Commerce, Washington 25, D.C.

CEYLON—List of successful tenderers for supply of **tuberculosis drugs** to Ministry of Health is available.★

GREECE—Two contracts valued at approximately $570,300 ($430,423 in dollars and remainder in drachmas) awarded to American-Greek joint ventures for procurement and installation of **prefabricated grain silos** with total 40,000-ton capacity. Successful bidders, capacity of silo, and amount of awards: B.S. and B. International, S.A., Kansas City, Mo., jointly with ERGON, S.A. Athens, 5,000-ton silo in Karditsa, 5,000 tons in Volos, and 15,000 tons in Attica; total capacity of 25,000 tons, valued at approximately $389,600 ($320,987 in dollars). Columbian Steel Tank Co., Kansas City, Mo., jointly with "KTE", O.E., Athens, 15,000-ton silo in Attica, valued at approximately $180,700 ($109,436 in dollars).

KUWAIT—Contract for engineering consultant services in connection with construction of **telecommunications centers,** including associated transmitting and receiving stations at remote sites and expansion of local networks to make project operational, awarded to Preece, Cardew & Rider (British).

Peru's surcharges ended on many GATT list items

Action covers about half of Schedule 35 commodities

Peru has eliminated import surcharges on about 255 of some 450 items on her GATT (General Agreement on Tariffs and Trade) Schedule 35, the U.S. Embassy in Lima reports.

The action (Supreme Decree No. 2, effective Feb. 26, 1963) ended surcharges of 50 and 200% of specific duties on the items affected, and implied that surcharges on remaining GATT items will be eliminated by Apr. 30, 1963.

The surcharges were imposed (Law No. 12995, May 5, 1958, and related subsequent legislation) as an emergency measure to overcome a threat to Peru's monetary reserves. Although such action was contrary to GATT provisions, the contracting parties in 1958 authorized a 3-year waiver under the General Agreement to allow Peru to maintain the surcharges without reciprocal compensation. The waiver was twice renewed for 1-year periods, the most recent extension to expire on Apr. 30, 1963.

Lists of items on which surcharges were removed are available from all Department of Commerce field offices.

Guatemala eases curb on foreign-flag shipping

Special duty-exempt cargo from any country with which Guatemala has a favorable balance of trade, entering the country's ports of Puerto Barrios and Matias de Galvez, may now be shipped on vessels of any registry, the U.S. Embassy in Guatemala City reports. The action became effective Mar. 8, 1963.

Previously, all cargo entering through Guatemala's Caribbean ports under exemptions provided in the Industrial Development Law had to be carried—under a November 1961 decree—by the Guatemalan-owned Flota Mercante Gran Centroamericana or by shipping companies which had reached agreement with the Gran Flota in this matter (FOREIGN COMMERCE WEEKLY, Dec. 25, 1961, p. 34).

Fear of reprisals against Guatemalan exports appears to be the chief reason for this exempting amendment. Among countries which protested against the 1961 decree were West Germany, Great Britain, Switzerland. The Netherlands, Italy, and the United States. However, West Germany and The Netherlands are the only countries having any significant exports to Guatemala which will benefit by this amendment. No regularly scheduled American-flag vessels call at these Guatemalan ports.

France cuts added-value household appliances tax

Word has been received that France on February 26 lowered the added-value tax on domestic and imported vacuum cleaners, floor waxing machines, and washing machines from 30 to 25%. The reductions indicate governmental recognition that household appliances are no longer in a semi-luxury class but necessities to the modern housewife.

The added-value tax on most household equipment was set at 30% on Mar. 1, 1959. A year later, the rate on refrigerators was reduced to 25% and on Mar. 2, 1961, it was also reduced to 25% for water heaters, flat irons, fans, toasters, etc. With the present reduction covering vacuum cleaners, waxers, and washing machines, all electrical household appliances are now subject to a uniform 25% added-value tax.

Liberia raises duties on leaf tobacco and beer

Liberia has increased its import duty on leaf tobacco from 24 to 30¢ per pound, the Bureau of Customs recently announced. The amendment was effective Feb. 22, 1963.

The tariff on beer was raised to $1.92 per U.S. gallon on March 1, the U.S. Embassy in Monrovia reports. Customs officials will collect, in addition, a Public Highway Fund Levy of 5% on the free-on-board value of the beer and a surtax amounting to 15% of the duty.

Further information on Liberian duties and taxes is available from the Bureau of International Commerce (OIRE), Department of Commerce, Washington 25, D.C.

Container-labeling rules strengthened by Lebanon

Lebanon has adopted new labeling regulations supplementing the requirement that the weight, number or volume must be stated on closed containers of products marketed in the country.

The new regulations apply to any commodity or product which bears the name or trademark of a well-known manufacturer but is produced by a subsidiary concern. If the size of the container is designated by such terms as "standard," "large," "family," or "medium," it cannot be marketed in Lebanon unless the name of the parent establishment is shown on the container. The net weight of products in containers so designated must equal that of similar products made by the parent establishment.

Colombia again expands list of freed imports

Colombia has added 17 tariff positions, in whole or in part, to its list of products importable without prior license (Decree 355, effective Feb. 26, 1963), including one which had been prohibited.

The U.S. Embassy in Bogota reports that the transferred items include: ambergris, musk, and similar products; beef; clover; alfalfa; vegetables; seeds and fruits; vaseline; certain motion-picture films; certain tubes of unhardened rubber; textile articles for special uses; alloys in the rough; scissors and blades; certain parts for engines; hearing aids; certain parts and pieces for tractors; barometers, hygrometers and similar instruments. See INTERNATIONAL COMMERCE, Jan. 14, 1963, p. 32, for earlier transfers.

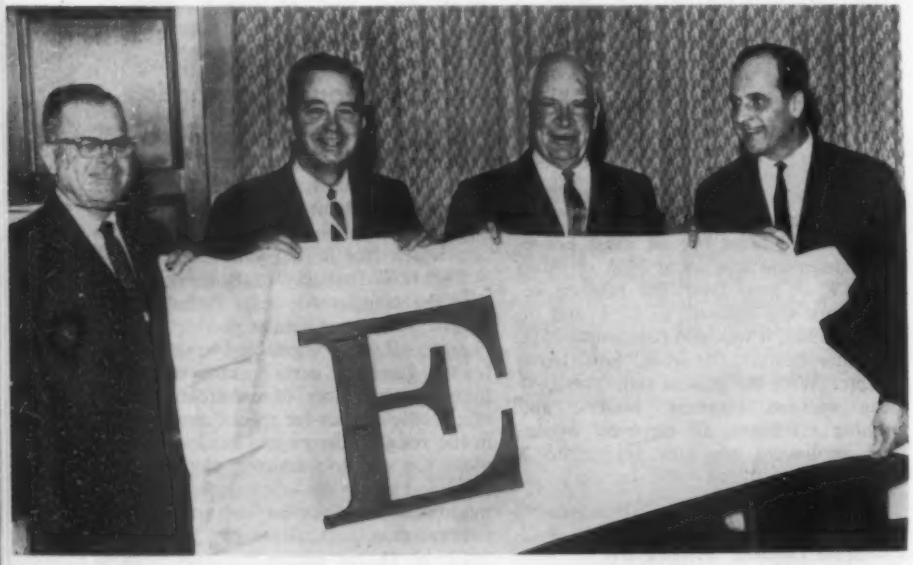
Further information may be obtained from Department of Commerce field offices. Inquiries should specify particular products of interest.

CORRECTION

The article on Viet-Nam's newly approved investment law (INTERNATIONAL COMMERCE, Mar. 25, 1963, p. 32) failed to make clear that the law grants exemption from import duties and other import taxes on equipment and spare parts.

The law's guarantee against nationalization runs for 15 years from the date of approval of each enterprise and not from Feb. 14, 1963 (the date the new investment law was approved), as erroneously indicated in the article.

WASHINGTON 'E' CEREMONY: Congratulations are in order for the American Textile Machinery Association from Senator Leverett Saltonstall and Secretary Hodges for John H. Bolton, Jr., and Robert S. Pennock (right) respectively the past president and president of the trade association.



EXPORT PENNANT DISPLAYED: Shown (l to r) at ceremonies for the Wisconsin wax firm are Congressman Henry C. Schaderberg, President Packard of Johnson, Secretary Hodges and Senator Gaylord Nelson. Shown below, Senator Edward Kennedy reads a citation for the World Trade Center in New England as Executive Vice President John T. Galvin of the Center and Secretary Hodges look on.

Manufacturers, trade groups win 'E' awards

East coast, midwest organizations cited for trade developments

Two business organizations and two manufacturing firms became new "E" winners in March 28th ceremonies held in Washington, D.C., and Buffalo, N.Y.

Three presentations were made by Secretary of Commerce Luther H. Hodges in his office.

The first award of President Kennedy's "E" for excellence in developing export trade was made to S. C. Johnson and Son, Inc., of Racine, Wis. The president of the wax, polish and chemical firm, Howard Packard, received the citation for Johnson.

In a later ceremony, the World Trade Center in New England, Inc., with headquarters in Boston, was honored. Executive Vice President John T. Galvin accepted this citation.

The third "E" winner, the American Textile Machinery Association, has its headquarters in Vienna, Va. Secretary Hodges presented the blue-and-white pennant and citation to Robert S. Pennock, president of the association, and John H. Bolton, Jr., past president.

In a New York State ceremony, the Osmose Wood Preserving Company of America, Inc., became another new "E" winner. The scene was a meeting of the Buffalo World Trade Association at which Arthur D. Rutzen, manager of the New York City Field Office, presented a pennant and citation to David B. Harrison, vice president of the Buffalo firm.

Highlights of the successful techniques employed by the 4 new "E" winners follow:

- American Textile Machinery consistently promoted export sales by stimulating its members to develop new equipment, advertise abroad, participate in trade fairs and demonstrate the technological advancement of their machinery to overseas textile executives.

  Association members doubled their export sales.

- S. C. Johnson developed and put into export trade more than 20 new products in the past 5 years and increased overseas sales by more than 40%.

It also trained in its plants and laboratory a number of foreign chemists and technicians in the industrial use of U.S.-made chemical compounds and products.

• Osmose Wood Preserving helped develop a new market in Latin America for chemical compounds used in the prevention of insect destruction and decay in wood. Through its Spanish-language films, demonstrations to architects, engineers and industrial leaders and aid to forestry and agricultural schools in producing manuals, the firm increased its exports to 14% of its total sales.

• The World Trade Center sponsored numerous export seminars in 6 states, arranged 3 privately-financed trade missions, provided more than 1,400 firms with trade leads and publicized New England products abroad with periodic news letters.

The Center's varied program resulted in many firms entering the export field for the first time.

'E' AWARD TO KENTUCKY FIRM: Mrs. Eloise C. Lewis, vice president of the Cissell Manufacturing Company, Inc., of Louisville, (left) helps display the citation awarded to her firm by Mrs. Margaret B. Tyler, Confidential Assistant to Secretary of Commerce Hodges at a recent ceremony in Washington, D.C. Details of the award appeared in International Commerce for April 1, p. 12.

Export awards go to agricultural, industrial firms

First Arkansas organization named for its export push

Manufacturers of diesel locomotives, boilers and farm or packaging equipment in Iowa, New York and Wisconsin are among the early April recipients of the "E-for-export" award.

The first award to an Arkansas organization was made by Secretary of Agriculture Orville L. Freeman to the Arkansas Grain Corporation of Stuttgart on April 2 in a Washington, D.C. ceremony.

In Iowa City, Amana Refrigeration Inc. of Amana, Iowa, received President Kennedy's "E" on April 4 from L. Edward Scriven, Deputy National Export Expansion Coordinator, at an Export Trade Institute.

On the same day, 3 Milwaukee firms were cited during a meeting of the World Trade Club there. The export-minded manufacturing companies included Cleaver-Brooks Company, Geo. J. Meyer Manufacturing Co. and A. O. Smith International S.A.

A New York manufacturer of diesel-electric locomotives, Alco Products, Inc., became the newest "E" winner on April 5 in a New York City ceremony at which Arthur D. Rutzen, manager of the New York City Field Office officiated.

The 6 new export award-winning firms have employed varied techniques to boost overseas sales of their products.

ALCO PRODUCTS pushed its overseas business from 7% of its net sales in 1950 to about 50% in 1962. Each transaction is usually unique, often requiring new approaches to financing, establishment of a parts supply system and training of a country's railway personnel.

Motive power surveys are made, new equipment is introduced and the firm has established about 40 agents overseas to sell its products.

AMANA REFRIGERATION set up franchised distributors in 83 countries in 5 years. Its program placed heavy emphasis on personal acquaintance with every distributor and his needs, good styling, dependability of product and rapid service.

ARKANSAS GRAIN, without previous export experience, launched a successful overseas sales operation in soybean products by use of comprehensive trade surveys in promising major foreign markets. The first year's operation set a spectacular record.

CLEAVER-BROOKS, a manufacturer of industrial boilers, increased its export sales 300% in 5 years despite severe price competition. It used world trade services of the Department of Commerce, banks and industrial magazines; selected and trained 60 distributors, supporting them with cooperative advertising; prepared foreign-language manuals; sent out service and sales personnel to help dealers and facilitated overseas stocking of parts.

GEO. J. MEYER developed new markets abroad for its packaging equipment, faced by severe overseas competition and stiff trade barriers. Dynamic, hard-sell techniques, well-conceived financial policies and informative multilingual brochures all contributed to the successful overseas promotion.

A. O. SMITH successfully demonstrated and sold its agricultural feed-crop processing and handling equipment in 15 countries in the past 4 years. A well-conceived sales promotion program, including advertising in 4 languages, and invitations to some 200 farmers overseas to observe farm equipment in use on U.S. lands have contributed to its export achievements.

SWEDEN'S CHEMICAL IMPORTS

Total Swedish imports from West European sources have tended to advance from month to month while imports from the U.S. have decreased.

Colombia offers investors diversified opportunities in industrial development

Pilot project by AID and Commerce pinpoints food or metal processing, meatpacking, lumber and wood products as "ripe" for development; government services, financial assistance available to potential U.S. investors

Colombia's 10-year development plan offers many opportunities for U.S. investors.

Approximately the size of Texas and California combined, Colombia has a rapidly expanding population estimated in excess of 16 million. Per-capita annual income averages only $250 to $300.

The country is ripe for the economic development sought in its 10-year development plan.

Not widely known in the United States is the fact that Colombia has 10 cities with a population of 100,000 or more. Five cities have populations over 500,000. The market offered by this substantial and growing urbanization is apparent.

Favorable conditions

The attitudes of the Colombian Government and public toward both private enterprise and foreign investment are friendly. There have been no instances of confiscatory expropriation. The underlying conditions for economic development are basically favorable.

Foreigners receive equal treatment with Colombians under law and may participate in all business activities with no limitation on percentage of ownership in an enterprise.

Except for statutory withholding of income tax at the source, there are currently no restrictions on transfer of local funds into U.S. dollars for remittance of dividends, repatriation of capital or similar foreign payments.

To encourage the development of basic industries, stock corporations now existing, or organized through 1965, may enjoy an income-tax exemption through the year 1969 at rates ranging up to 100% of their income, provided that their sole business is the development of a basic industry necessary for the nation's development. A qualification here, however, is that a stipulated percentage of the value of raw materials used by the corporation must be from domestic sources.

Colombia has been chosen as a joint Department of Commerce-Agency for International Development pilot project with selected industries pinpointed as ripe for private investment development.

A number of U.S. Government services and types of financial assistance are available to potential U.S. investors in Colombia. Under a U.S.-Colombian agreement, U.S. investors can secure investment guaranties at modest premiums covering the risks of expropriation, convertibility, war and revolution.

New survey program

Also available is a new investment survey program designed to encourage potential investors to identify specific investment opportunities.

In essence, AID will participate in up to 50% of the cost of an approved survey. Should the prospective investor proceed with the investment after the survey, however, he has to repay to AID any funds which the Agency may have advanced. The investor retains exclusive rights to the survey.

Should the investor, however, not undertake the investment, the survey becomes the property of the U.S. Government and the investor is under no obligation to repay the advances made by AID.

In some cases, AID may make dollar loans to private enterprise for ventures which contribute to the economic development of a developing country such as Colombia and with emphasis on assisting the long-range development plans.

Ranging from the need for a modern meatpacking industry and additional modern foundries to a wide variety of food-processing operations, Colombia offers a large number of widely diversified investment opportunities to U.S. investors.

Industries which appear to offer exceptional opportunities include metal processing, meatpacking, lumber and wood products and such food-processing activities as canning, freezing, refining and extracting operations.

Information available

Firms considering these industries as possible areas of investment and wishing to obtain more detailed information concerning specific industries should write on their letterhead to the Bureau of International Commerce, OII, U.S. Department of Commerce, Washington 25, D.C. Refer to *File 2-1000-1* and designate the industry or industries of interest.

Food processing. Opportunities are said to exist in the areas of canned and possibly frozen tropical fruits and juices, flour from such vegetables as yucca and potatoes, plant and seed oils, raw and refined sugar, soluble coffee, seafoods, milk production and processed meats.

Current statistics are not available but, between 1953 and 1958, production of processed food increased by 29%. Canned foods, which in 1953 represented 1.8% of all processed foods, rose to 3.5% in 1958.

Canned goods are achieving a much faster rate of growth than processed foods generally. This is said to be due to the fact that they are becoming increasingly acceptable to larger segments of the population.

Exports of processed foods in 1960 totaled about $918,000. Of this amount $908,500 consisted of seafood, such as lobsters, crabs and shrimps, exported to the U.S. The balance of exports consisted of processed meats, corn and coconut oil, vegetable fat and soybeans.

Imports in 1960 were valued at nearly $4 million and consisted of dried nuts, animal fats, vegetable oils, meat products and extracts, seafood, canned vegetables and fruits, juices and preserves.

In general, imports of processed foods are on the decrease due to continuous government restrictions. Domestic producion apparently has not kept pace with demand.

Meatpacking. A study concludes that a modern meatpacking industry in Colombia is feasible, provided certain requirements are met.

Also, a business venture in the industry offers the prospect of an adequate return on investment while making meat and meat products of good quality available to consumers at favorable prices.

The study contemplates a 5-year program calculated on the development of an industry to serve the domestic market with eventual expansion into the export market. As an alternative, the industry would serve domestic and export markets from the outset. In either case, the domestic business would be the base on which the export business would be built.

Recommended sites for an initial facility are the La Gloria and Cordoba areas. According to the study, a packing plant in one of these locations would be near major cattle breeding and fattening areas and accessible to highway, rail, river and air transportation, both inland and to the coast. These areas are strategic locations for serving selected domestic markets and labor is available.

Large potential

Lumber and wood products. Colombia has enormous timber resources located in tropical forests which are estimated at 195 million acres and cover 70% of its territory. Only 85 million acres of these lumber forests are currently exploited.

The timber extraction potential is estimated to be the second largest in the world due to the location of commercial lumber forests near the waterways of the Pacific Ocean, the Caribbean and the Amazon River.

Annual production of rough lumber is said to be about 15.7 million cubic yards of which 10.5 million cubic yards are burned as cooking fuel. The 1962 exports amounted to some 130,000 cubic yards. The remainder, or about 5 million cubic yards, was used by Colombian manufacturers of wood products.

Except for the major lumber mills in the Tumaco and Buenaventura areas which are backed with U.S. and Dutch capital, as well as modern machinery, most lumber companies use rudimentary timber-cutting and extraction methods.

The most important wood products manufactured in Colombia include telegraph and fence posts, pile foundations, cross-ties, furniture, flooring and moldings, plywood, doors, windows, boxes and crates.

According to the National Association of Forestry Industries, there are 15 producers of plywood, veneer, virola and other hardwood board products who are interested in joint ventures with U.S. companies.

Metal processing. Over 1,500 establishments are engaged in some form of metal processing. Only 5 of these employ more than 200 workers. The industry can meet only a portion of the demand for metal products in most fields. The best available studies indicate present demand will double by 1975.

Unfilled demand

There are only 3 modern efficient foundries in operation in Colombia. These are all medium-sized plants and have a total demand much larger than they can handle. These foundries are concerned primarily with the manufacture of agricultural machinery, parts and valves.

A large forging operation financed by joint Colombian-German capital is under construction. Within 3 years it is anticipated the mill will satisfy almost the entire need of Colombia for pieces from 5 to 50 kilos. A sizeable need will still exist for the forging of metal under and over these limits.

Iron and steel is produced by 5 plants, the most important one being the Paz del Rio facility which produces 80% of the nation's steel. Basic products turned out in 1960 were iron ore, 1,345,000 tons; pig iron, 190,370 tons; and steel ingots, 143,050 tons.

In 1961 over $18 million worth of iron and steel sheets and plates were imported, including $5.6 million of tinplate not now produced in Colombia. The U.S. was the principal supplier but the Federal Republic of Germany, Italy, France and the

CANDY 'N' COFFEE IN COLOMBIA: Shown at left, an employee checks a continuous vacuum cooker in the La Rosa candy, chocolate and cookie plant in Pereira. Opened in 1950, the factory is operated by a subsidiary of the U.S. firm, W. R. Grace & Co. Right, a young woman meticulously sorts coffee beans in the Grace Trilladora coffee-cleaning plant near Medellin, center of the country's coffee-growing industry. (W. R. Grace & Co. photos.)

Benelux countries were also important sources of supply.

Plans have been announced by a group of Colombian and foreign investors to establish a steel-plate producing plant at Barranquilla. Ores and scrap would be imported from foreign sources rather than drawing on domestic sources.

An aluminum company operates a rolling mill and extrusion plant at Barranquilla for aluminum siding, extrusions for window frames, sheets and aluminum foil. Another plant produces construction materials such as aluminum wire, conduits, pipe, and both corrugated and plain aluminum sheet.

The Colombian 10-year development plan envisages an overall expansion of iron and steel producing capacities, it is reported. An additional but primary objective of the plan is the development of Colombia's metallurgical industries.

From the viewpoint of the U.S. investor, the production or assembly of finished goods appears most attractive. Investment in the foundry industry, however, also offers excellent potential and is of great significance to the country's development.

Indicative of the type of specific opportunity available in this area is a joint venture to produce mufflers, exhaust pipes and shock absorbers, published in the Oct. 29, 1962 issue of INTERNATIONAL COMMERCE.

Other openings. Investment opportunities are, of course, not restricted to the above industries. The rapid increase in construction of new public and privately financed housing has, for example, put a heavy strain upon the whole building supply industry.

New manufacturing facilities are required to produce electrical wiring, plugs and outlets, water filters, small water pumps and aluminum building components.

MISSION REPORTS

Mexican firms look for equipment, capital, licenses, joint ventures

Manufacture of plastic, foundry or chemical products, paints, machine tools, coated papers, bathroom fixtures, roofing materials cited; steelmaking facilities offered

A new group of joint venture and licensing opportunities reported by the recent U.S. Industrial and Machinery Mission to Mexico include roofing materials, sheet steel, bathroom fixtures and foundries.

These underscore the interests shown by many Mexican firms and individual businessmen in obtaining U.S. private participation and technical know-how. Other openings were reports in IC issues of April 1 and 8.

Those interested in one or more of these proposals are requested to show the identifying 2-digit reference number which follows the Mexican company's address in any correspondence concerning an opportunity.

2641, 3131 Paper coating, glazing; boot, shoe stock (plastic)

A broker and wholesaler of leather with considerable Latin American background in this field, who reportedly has between $4-$800,000 to invest, seeks a U.S. license, engineering know-how and equipment for a chemical speciality plant in the field of impregnated papers and plastics used in the shoe industry.

Write Exportaciones Damar, Av. Juarez No. 127, 413 y 414, Mexico 1, D.F. (Ref. 42)

2751, 3569 Commercial printing, packaging machinery

A manufacturer of kraft paper bags, cellophane and glassine, seeks U.S. know-how and a license in the field of plastic packaging and printing techniques, rotogravure machinery, cylinders and good quality rubber plates.

Write Artefactos de Papel, S.A., Ave. del Servicio Postal 202 Poniente, Monterrey, N.L., Mexico (Ref. 133)

2815 Dyes, organic pigments

Firm producing iron oxide and powdered bronze seeks U.S. partner who can provide technical know-how in the field of plastic pigments and plasticizers. Write De Mateo y Cia., S.A., Puebla 336, Mexico 7, D.F. (Ref. 69)

2850 Paints, varnishes, lacquers

A joint venture for the local manufacture of paints and lacquers is sought by a Mexican firm which produces industrial solvents and additives for lacquers, sealers and thinners. Write Petroquimica, S.A., Calle 23 No. 2000, Zona Industrial, Guadalajara, Jalisco (Ref. 356)

2899 Chemicals, chemical preparations

A joint venture to produce analytical reagents, such as aluminum chloride and oxalic acid, is sought by a manufacturer of chemicals. Write Productos Quimicos Monterrey, S.A., Escobedo 427 Sur., Monterrey, N.L. (Ref. 130)

2952 Asphalt felts, coatings

A manufacturer and exporter of roofing materials, floor hardeners and cement additives is interested in a joint venture and licensing arrangement with a U.S. chemical firm specializing in the field of new building materials.

Is particularly interested in licenses for the following: plastic roof covering especially for thin shell construction, flooring systems for industrial plants, concrete additives and special anti-acid and anti-alkali materials.

Write Fester de Mexico, D.A., Isabel la Catolica No. 135, Mexico, D.F. (Ref. 15)

3312 Blast furnaces, steel works, rolling mills

Mexican firm desires to make its steel plate and carbon, stainless and steel-sheet manufacturing facilities available to U.S. firms planning to produce in Mexico. Write Wyatt de Mexico, S.A. de C.V., Av. Morelos 98-207, Mexico, D.F. (Ref. 71)

3321 Gray iron foundries

U.S. capital and equipment to establish a top-rate gray iron alloy foundry are required by an established firm manufacturing replacement parts for all makes and types of internal combustion engines—pistons, piston rings, wrist pins, cylinders and cylinder liners.

Also rehabilitates rail locomotive diesel cylinders by hard-chrome plating. Could use dismantled U.S. foundry.

Write Diesel Mexicana, S.A., Av. Veracruz No. 107, Mexico 11, D.F. (Ref. 41)

3431 Bathroom fixtures

U.S. license and joint participation are sought for expansion of operations by firm producing bathroom and sanitary equipment. Is interested particularly in latest models of shower head mixing valves and bathroom fixtures.

Write Fundicion de Bronce IRMEX, S. de R.L., Norte 45-607, Col. Industrial Vallejo, Mexico, D.F. (Ref. 4)

3541, 3714 Machine tools, motor vehicle parts

A firm with tool and die shops—equipped with jig borer, vertical mills, turret lathes, boring mills, gear shaper and hobbers—is seeking a U.S. license to make motor vehicle gears, light machine tools such as small lathes and milling machines, and motor vehicle spare parts.

It now produces small transmissions for Kenmore, Kelvinator, RCA and Whirlpool. Write Ingenieria de Manufactura, S.A., Calle 2 No. 140, Naucalpan de Juarez, Edo de Mexico, Mexico. (Ref. 16)

3559, 3560 Special industry machinery, general industrial machinery

A large financial institution, specializing in the organization, technical planning and promotion of new local manufacturing ventures of machinery and chemical equipment, is interested in establishing contact with large and responsible U.S. manufacturing firms who are contemplating investment in these fields in Mexico.

Write Intercontinental, S.A., Calle Paris No. 15, Col. Juarez. (Ref. 340)

License, machinery wanted for candymaking in Chile

A Chilean manufacturer of ice cream and dairy products, said to be the largest in South America, wishes to obtain a U.S. license for the production of bar-type chocolate covered candies.

He is also interested in leasing used or buying new U.S. candy making machinery.

Write to Savory Productos Alimenticios, Ltda., Vicuna Mackenna 4230, Casilla 2401, Santiago, Chile.

Algerian printing plant seeks varied assistance

The owner of a medium-size Algerian printing plant seeks U.S. capital, equipment and know-how in order to expand.

The plant requires modern equipment, preferably American, and trained operators for the offset printing machine which is already installed.

The owner is also interested in acquiring distribution rights in Algeria for U.S. printing equipment.

Write to Mr. M. Belkacem, 20, Blvd. Lescure, Oran, Algeria.

Electric switch, relay license asked in Brazil

A Brazilian importer and wholesaler of cellulose paper machinery and telephone and electrical equipment is looking for a U.S. license in order to manufacture low and high-voltage electrical items—switches, controls and relays.

Write to Talamac S.A.—Industria de Maquinas, Rua Florencio de Abreu 367, Caixa Postal 4037, Sao Paulo, Brazil.

TURKS PRODUCE PIPES

Kartal, a suburb of Istanbul, will be the location of a factory producing asbestos cement water pipes. The plant, to be constructed by Elyafli Çimento ltd., will have an annual output of approximately 25 million feet of pipe of various diameter.

Aqualungs, prefab houses, appliances, other consumer, industrial products wanted by group of 11 overseas firms

License openings in Australia, England, France, Germany and the Netherlands include photographic, electronic, printing equipment, bicycles, life jackets, metal or wood products, gases, axles

Eleven Australian, English, French, German and Netherlands firms seek licenses to manufacture varied U.S. products.

The products which interest these companies include life jackets, domestic appliances, heating and air-conditioning equipment, electronic equipment, photographic and optical items, transportation and metal fabricated goods, wood products, cutlery, printing equipment, gages, gas apparatus and resuscitation equipment.

Australia. Manufacturer seeks license to produce life jackets for water skiing and boating. Taft Industry Pty., Ltd., 19 Daking St., North Parramatta.

England. Licensing agreements sought for the production of domestic appliances, central heating and air-conditioning equipment and electronic apparatus for redistribution of radio and TV frequency signals and for industrial purposes such as control and detection equipment.

Write to Aerialite, Ltd., Hargreaves Works, Congleton, Cheshire.

- A firm of instrument engineers seeks license to make flaw detection and other electronic equipment. Glass Development, Ltd., Sudbourne Rd., London, S.W.2.
- Photographic goods manufacturer seeks license for the production of photographic equipment and optical items. Special Cineramic, Ltd., 8, The Parade, Brentwood, Essex.

France. A metallurgical plant seeks licenses for the production of household appliances, air conditioners, hot-air generators and fans. Zimmerfer, Foute de Rouen, Louviers, (Eure).

- License sought to produce bicycles and motorcycles; do tube fabrication, bending, forming and finishing; pit iron founding and casting; flooring, crates and pallets; and truck trailers by producer of similar items. Etab. Cazenave, Belin (Gironde).

Germany. Cutlery manufacturer, with plants in Germany and Ireland, seeks licenses on U.S. cutlery products for manufacture in either of its plants.

In return, the firm offers a license for the production of its products. Jowika Stahlwarenfabrik Eugen Weber & Alterbach KG, 154-6 Merscheider Str., Solingen-Merscheid.

- License sought for the manufacture of gas and oil apartment stoves, hot-air heating equipment and axles and brakes for truck trailers. Warsteiner Eisenwerke AG, 4788 Warstein/Sauerland.
- Joint venture or license is sought for the production of prefab houses. Von Waitzische Erben KG, 1/2 Theaterstr., Kassel.
- Printing machinery manufacturer seeks license to make U.S. printing equipment. E. K. Grimm, 5 Kleine Welzheimerstr., 6451 Mainflingen krs. Offenbach.

Netherlands. License sought for the manufacture of all types of gases for technical, chemical, medical and laboratory use; gas welding and cutting equipment; complete line of portable and other gas-inhalation anesthetic apparatus; oxygen-inhalation and resuscitation equipment; aqualung diving apparatus and automatic gas-mixing units for processing and packaging. G. L. Loos & Co. Fabrieken N.V., 40 Transformatorweg, Amsterdam.

Cold-forge steel process offered

Monacan firm claims numerous advantages for technique to produce varied components

A license is offered on a manufacturing process used in the cold forging of steel blanks and nuts.

A Monacan firm claims a wide variety of steel components can be made with their process at a fraction of the cost of conventional methods.

The process can be used for continuous production of special components or for medium quantities of a wide variety of components. Savings result in material, labor, and space as well as cost of equipment, the firm reports.

The complete cold-forging process is reported to be simple, highly automated and extremely reliable.

A complete description of the process and equipment, in English, is available on a loan basis from the Bureau of International Commerce, OII—Ref. 1079, Department of Commerce, Washington 25, D.C.

U.S. Aut
success

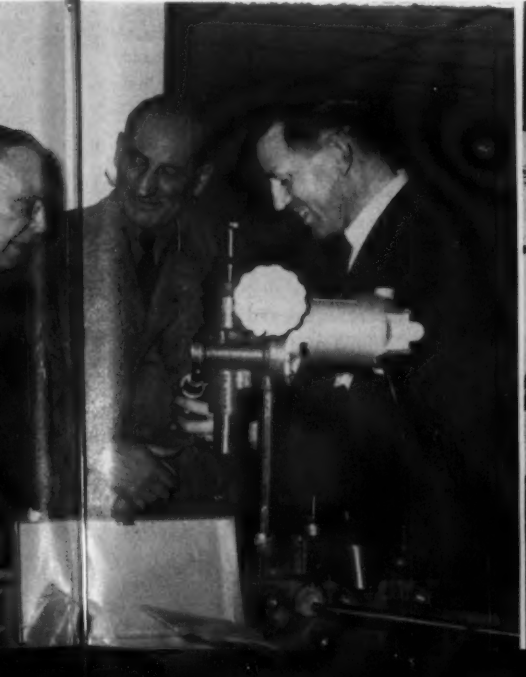
Of the 43 U.S. manufacturers of automotive serv
nance equipment displaying at the U.S. Trade Cente
March, 35 were represented on the floor by agent
More than half had literature for prospective bu
German. As a result, confirmed sales in excess of
reported by closing day, and it was expected t
resulting from the exhibition would be several times

Automotive Show
ess at Frankfurt

automotive service and mainte-
.S. Trade Center in Frankfurt in
floor by agents or distributors.
prospective buyers printed in
es in excess of $320,000 were
as expected that future sales
e several times this figure.

An average of 100 buyers inspected the various exhibits each day of the exhibition. A similar exhibition will be held in the London Trade Center May 21-31, and all available space has been taken. Tokyo will be the scene of a Trade Center automotive display July 9th to 26th, and here too, all space has been reserved by U.S. manufacturers.

A calendar of coming Trade Center exhibitions was published in the April 1st issue of this magazine, on page 10.



Consumer goods to be highlighted at international fair in Stockholm

U.S. exhibition to be aimed at Sweden's rapidly expanding market; purchase of recreational and sporting goods items on increase

Sweden's rapidly expanding market for consumer goods will be the target for a U.S. export promotion exhibition at Stockholm's 1963 St. Erik's Fair, Aug. 28-Sept. 8.

U.S. firms interested in exhibiting food products, housewares and appliances, sporting goods, and recreational items are invited to participate. The U.S. exhibition will have approximately 10,000-square-feet of display space, all indoors.

Formerly a general samples show, this important Scandinavian international trade fair was divided into two sections last year—one for industrial equipment and one for consumer goods. This arrangement will be continued this year; the section devoted to consumer goods will be held first and the industrial equipment section will be staged later.

Attendance at the 1962 St. Erik's Fair was about 300,000 with nearly 20,000 buyers registered from 18 countries. That fair featured 119 exhibits of food and beverage items. Similar emphasis will be given to foodstuffs this year.

Promising prospects

Sales prospects appear promising for U.S. food products in the following categories: prepared fruits and vegetables (including frozen) and their concentrates (pulps, juices); specialty meat and fish items; cat and dog foods; dietetic foods; prepared pastry mixes; and variety/novelty foods.

As a special feature, the Commerce Department will display as a central exhibit a U.S. home setting complete with kitchen, living room and patio. A home economics demonstrator will use the items of equipment displayed using U.S. mixes and frozen foods.

More recreation items

With increasing buying power and leisure time, the average Swedish consumer is buying more recreational and sporting goods items, market studies show. U.S. products in these lines with good sales potential are dolls; mechanical and plastic toys; fibre glass rods and other fishing equipment; playground and gymnasium equipment; hobby kits; and camping and outdoor living equipment.

Companies can participate at a net cost of $400, provided they send a company representative from the U.S. to quote prices, make sales and/or seek agents. This fee is used by the Commerce Department to defray the cost of: professional exhibit services, including exhibit design; the return at U.S. Government expense, from the exhibition site to an exhibitor's plant in the U.S., any equipment which is not sold during or immediately after close of the exhibition; payment of all customs brokerage charges related to customs entry, storage and transportation of merchandise from the foreign port of entry to the exhibition site; and publicity to attract importers, distributors, buyers and users to the U.S. exhibition.

U.S. businessmen interested in participating, should contact the nearest Department of Commerce Field Office or write to the Bureau of International Commerce, E. P. Division, Department of Commerce, Washington 25, D.C.

Swiss airport exhibition offers sales possibilities

An exhibition of airport ground equipment to be held at Geneva, June 20-26, offers an opportunity for U.S. manufacturer-exhibitors to develop international contacts and promote sales possibilities.

The exhibition is being held at the Exhibition Palace, Blvd. Carl Vogt, in connection with the 15th session of the Western European Airport Authorities Conference and the Congress of the International Club of Airport Assistance. It is estimated that more than 4,000 persons representing airport directors, ground services organizations and airlines will attend.

Copies of informational documentation and forms to be filed by prospective exhibitors can be obtained from the Club International d'Assistance Aeroportuaire, Secretariat General, 291 Blvd. Raspail, Paris 14, France.

Additional information and a set of documentation and forms are available in the Transportation Equipment Division, BDSA, Rm. 4318, Department of Commerce, Washington 25, D.C. (WO 7-3791.)

Photo equipment to be displayed at Tokyo Center

Japanese market said growing for cameras, various materials

U.S. manufacturers of advanced design scientific, industrial and educational photographic equipment are invited to participate in an exhibition at the United States Trade Center in Tokyo, Oct. 1-18.

The show was planned after a survey of the Japanese market showed that, although Japan is one of the world's foremost producers and exporters of photographic products, the bulk of its output is manufactured for the consumer market.

A substantial and rapidly growing market for more sophisticated photographic equipment exists in Japan.

In 1961, for example, Japan imported almost $5 million of photographic products—$3 million from the U.S. Microfilm cameras were the No. 1 purchase, with microfilm readers in second place. Slide projectors and 16 mm. motion picture cameras were also high on the list.

In addition, a good potential market is indicated for photocopying equipment, color processing materials and high-speed industrial photographic devices.

Since both the current and potential markets appear particularly favorable for products essential to rapid economic progress and industrial development, the products recommended for display at the Trade Center show include high speed cameras, photo instrumentation devices, microfilm, micro-reproduction appliances, photo-processing and finishing materials, photocopying machines, audio-visual equipment, and professional motion picture and still cameras of the most advanced types.

Each participant must supply samples, pay costs of freight and insurance, and contribute $250 to a promotional fund to help defray the cost of advertising the exhibition. Each must also have a company representative on the spot to answer questions, quote prices and take orders.

Manufacturers interested in showing and demonstrating their products at the Tokyo exhibition should write the Bureau of International Commerce, E. P. Division, Department of Commerce, Washington 25, D.C., or contact the nearest Department of Commerce Field Office.

Fishery trade exhibition set next fall in Sweden

The 2nd Swedish International Fishery Trade Fair (Svensk Fiskerimässa) will be held next fall in the Swedish Trade Fair's exhibition halls (Svenska Massan).

The following products will be on display at the Oct. 31-Nov. 10 fair:

Fishing boats, lifeboats, life rafts, wheelhouses, engines, pumps, winches, steering gear, propellers, anchors, chains, fittings, cordage, buoys, sails, telephones, radios, direction finders, electrical equipment, trawls, drift nets and similar equipment, oilskins, boots, and vests.

Also freezing and refrigerating machines, gutting and cutting machines, conveyors, loading tables, packaging machines, fork-lift trucks, scales, fuel and lubricants, paints and varnishes, and fresh, quick-frozen and canned fish products.

Trade Center display said good way to raise exports

A good way to increase export sales, a West Chester, Pa., firm has found, is to display equipment at U.S. Trade Centers abroad.

The Maxwell Sales & Engineering Co. participated in the recent automotive service show at the Center in Frankfurt. Lloyd R. Maxwell, president, has reported the firm has $118,000 pending in total sales for the European market, largely because of the show.

"These sales involve both passenger car and truck versions of our Indoor Electric Road," Lloyd said. He added that this equipment "is a new development even for our country, and being new technically to the European market received a great deal of enthusiastic interest."

Lloyd said his firm is "indeed grateful" for the chance to display its products there, adding that "opportunities of this type are ones to be favorably considered by all American manufacturers as an excellent adjunct to their export activity.

Packaging machinery show to be held in Duesseldorf

The 1963 INTERPACK—International Packaging Exhibition and Display of Confectionery Machinery—will be held in Duesseldorf May 12-20.

The event is expected to draw a large number of firms, both local and foreign. The booked hall area has increased by 20% over that of the 1960 exhibition.

Nonelectric houseware manufacturers invited to show at Frankfurt Center

Barbecue equipment, glassware, bath, closet, garden accessories among products to be featured; market for sales said increasing

U.S. manufacturers of nonelectric housewares are invited to participate in an exhibition to be held at the U.S. Trade Center in Frankfurt, West Germany, Aug. 28-Sept. 13.

The Frankfurt exhibit is planned to assist U.S. manufacturers of aluminum housewares, barbecue equipment, glassware, plastics, bar, bath, closet, garden, and general household accessories to increase European sales.

As with all trade center shows, this one offers U.S. manufacturers of the lines to be featured opportunities both to make direct sales and to find agents or distributors in Europe. The West German market is now absorbing housewares at an increasing rate.

A selection of houseware products available in the U.S. that seem to have immediate sales possibilities in West Germany has been prepared with the assistance of a German marketing consultant. Products mentioned above were chosen on a basis of current demand or because they possess special features attractive to the German market.

Firms interested in entering this expanding market for nonelectric U.S.-made housewares should contact the nearest Department of Commerce Field Office or write to the Bureau of International Commerce, E. P. Division, Department of Commerce, Washington 25, D.C.

A fee of $300 will be charged each participant to cover costs of designing and construction of his display booth and of providing suitable publicity about the show to attract Western European buyers.

The U.S. Trade Center in Frankfurt is sometimes called the "show window of American industry in Western Europe." It is located in one of Frankfurt's newest and most modern buildings.

The center was opened in November, 1962, with an exhibit of U.S.-made electrical appliances. Other shows featured U.S. designs in home furnishings, pleasure boats and marine equipment, and automotive maintenance equipment. These shows brought hundreds of on-the-spot orders and the development of a substantial number of distributor agreements.

Further information about international trade fairs is available, unless otherwise indicated, from the Trade Fairs Division, Bureau of International Commerce, Department of Commerce, Washington 25, D.C.

Maintenance, engineering conference set in London

The 1st International Plant and Maintenance Engineering Conference and Exhibition will be held June 17-21 in London.

Key buyers and specifiers from all over the world are expected to visit the show. Sponsoring the U.S. section will be the Ames Publishing Co., Philadelphia 1, Pa.

Manager of the show—to be held at Alexandra Palace—is C. H. L. Venn, Maintenance Publishing, Ltd., 103-119 Waterloo Rd., London S.E. 1.

Leather goods exhibition to take place in Paris

The 12th exhibition of leather goods, to be held in Paris June 20-28, will feature fall and winter models.

The U.S. Embassy there believes the specialized event may offer U.S. manufacturers a "useful medium" for stimulating interest in their leather goods and "would facilitate the locating of suitable agents" who could check on prospects for the French and European markets.

"In addition, American firms would have the likelihood of making direct sales," the Embassy reported.

Attendance at the 11th show, held last winter, totaled 6,000, including a large number of buyers from Germany, Belgium, Switzerland, and the Netherlands.

WEEK OF THE RAINCOAT

An estimated 20,000 persons visited the 2nd Week of the Raincoat exhibit held last winter in Florence, Italy. The 3rd show is scheduled for next February. Exact dates will be announced later.

The volume of sales at the 1962 event reportedly was excellent and firms appeared to be well satisfied with results.

Nigeria seeks bids for power transformers

The Electricity Corp. of Nigeria invites tenders for the supply and erection of eleven 132 kv. power transformers, six 33 kv. earthing and auxiliary transformers, three shunt reactors and five arc suppression coils.

The bid deadline for tender no. 1033/144 is May 21.

Tender documents are available from the London Representative, The Electricity Corp. of Nigeria, York House, 5th Floor, Westminster Bridge Rd., London, S.E.1. upon payment of $56, not refundable.

Tender notice and précis of extent of contract is available for review only in Room 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (WO 7-4242).

Korea calls for material for railroad car repair

The Office of Supply, Government of the Republic of Korea, Seoul, Korea, has issued worldwide tender no. KFX-3018-N calling for sealed bids on structural steel, steel plate and angles of various sizes and quantities; carbon steel boiler plate, draft gears, couplers, wheels, tin and antimony ingots; and 170,000 B/F Lauan hardwood logs and other miscellaneous items.

Tender closes April 29.

Tender conditions, including drawings, may be reviewed at the Department of Commerce Field Office, 350 Fifth Ave., New York, N.Y., and Room 1302, 226 W. Jackson Blvd., Chicago, Ill.

Cobalt center equipment needed by Iraq

The Cobalt Project Technical Committee (Atomic Energy Commission) Ministry of Industry, Baghdad, Iraq, has announced that the closing date for tenders for the supply and installation of electrical equipment, laundry and sanitary equipment, two passenger elevators and the heating, ventilating and air conditioning systems for the Cobalt 60 unit project in Baghdad has been extended from April 11 to May 9 (INTERNATIONAL COMMERCE April 1, p. 30).

Costa Rica opens bids on building materials

The National Institute of Housing and City Planning, (Instituto Nacional de Vivienda y Urbanismo-INVU), San Jose, invites American firms to bid on various building materials for use in housing projects already started or scheduled this year.

Bid tender #383 calls for furnishing 34 tons of ½" diameter reinforcing steel rods and 34 tons of #18 black annealed tie wire.

Bid tender #384 has been issued for miscellaneous building materials including the following: 1,000 reversible deadlatches, 1,100 door handles, 2,000 hinges, various electrical wiring devices, 800 4-inch paint brushes, 8,000 yds. of galvanized iron ridge covers, 14,000 sq. ft. of plastic insect screening, 2 tons of no. 8 galvanized wire fencing.

The work will be financed with funds from the national budget and a contract with the Inter-American Development Bank. Complete details regarding items and quantities needed are contained in the bid notices. Closing date for bids is May 21.

Copies of the notices are available from the Building Materials and Construction Industries Division, Business and Defense Services Administration, Room 4002, Department of Commerce, Washington 25, D.C

Malta invites bids for power projects

The Accountant-General & Director of Contracts, requests tenders for the following separate projects: Contract 1027PWS/63, 2 12.5 MW passout turbo-generator sets; Contract 1027PWS/64, 2 200,000 lb./hr. oil-fired boilers and auxiliary equipment; Contract 1027PWS/65, one 1,000,000 imperial gallon per day "flash" type sea water distiller and one 20,000 lb./hr. boiler feed water make-up evaporator and auxiliary equipment; Contract 1027PWS/66, one 60-ton E.O.T. turbine room crane, one 10-ton semi-goliath distiller bay crane and minor cranes and hoists.

Bid deadline is June 3.

Tender documents may be obtained from the above at the Treasury, The Palace, Valletta, Malta, G.C. or Messrs. Preece, Cardew & Rider, 8, 10 & 12 Queen Anne's Gate, Westminster, London, S.W.1, for $14 non-refundable for each contract.

Purchase items listed for India's non-project loan

Items eligible for purchase with funds from the second non-project loan to India, no. 386-H-082, are listed below.

All information currently available is included at this time. If and when more specific information is available, such as names of buyers, details of goods to be purchased, and when and where purchases are to be made, announcement will be made.

Non-ferrous metals and compounds; alumina; capital machinery, construction and earthmoving equipment and spare parts; garage equipment; auto components and parts, including truck spares; steel; machine tool and spare parts; compressors, ball bearings and other general purpose components and spare parts.

Elevator components and spares; cutting tools, small tools, abrasive grains and other types of tools for engineering industries; refractories and rolls for steel plants; storage and transport tanks and cylinders for liquid oxygen, nitrogen and other industrial gases.

Calculating and accounting machines and spare parts; industrial explosives; fertilizers; synthetic rubber; tire cord synthetic yarn; antioxidants for rubber; sulphur; rock phosphate; pulp, including rayon grade; newsprint; lubricants, additives; aviation spirit; dehydregenated resin; fatty acids; extender oil; synthetic latex, dry rubber basis; caustic soda; dyestuffs; rutile titanium dioxide; styrene monomer; phenol; cellulose acetate cellulose propionate moulding powder.

Barax and boric acid; calcined black and acetylene black; electrode carbon and electrode carbon rods; resins, vinylite, bakelite and hercolyn; film laminate with paper backing; electrode, duplex, tabbed and film lined; Toluol; staple fibre; antibiotics; D.D.T., chloroquinine and pyramethimine tablets; chlorex or equivalent dichlor diethyl ether; miscellaneous industrial chemicals; raw rubber and tin, from stockpile.

Greece increases tender for plant elevators

The original tender for the supply and installation of three elevators for loads of 4,000 kgs. has been increased to eleven elevators to be installed in cold storage plants of the Port of Piraeus Authority (OLP), Piraeus. (INTERNATIONAL COMMERCE, Feb. 25, p. 35.)

As yet, no bid deadline has been set on this tender.

A copy of the tender is available on a short loan basis from the General Industrial Equipment Division, B.D.S.A., Room 4022, Department of Commerce, Washington 25, D.C.★ (WO 7-5589.)

UAR announces tender for brick factories

The General Egyptian Organization for Building Materials and Ceramics, invites tenders for the supply and erection of 2 complete, modern sand-line brick factories to produce perforated and solid, white or colored brick. The dimensions of the bricks will be negotiated.

One factory will be located in Cairo and the second in Suez. Each will have a capacity of 75,000 bricks per seven hour shift designed in order to permit 2 extensions of the same capacity. Sand and lime from limestone are available in nearby areas.

Tenderers may quote for fully-automatic or semi-automatic equipment to the above at 49 Kasr el-Nil St., Cairo, U.A.R. Complete workshop and laboratory should be quoted. Bid deadline is June 1.

Copies of the specifications are available on short-term loan from the Department of Commerce, General Industrial Equipment and Components Division, Room 4022, Washington 25, D.C.★ (WOrth 7-5589.)

United Arab Republic asks bids on machine tools

The United Arab Republic (Egypt) plans to establish a plant to manufacture textile weaving looms.

Bids are invited by the General Organization for Executing the 5-Year Plan, 6 Khalil Agha St., Garden City, Cairo, United Arab Republic.

A list of the machine tools required in this plant, together with specifications and bidding instructions, have been supplied for use of U.S. builders in submitting quotations. Bid deadline is May 11. Deliveries range from 1 to 12 months from the date of the respective awards.

The list of required machine tools includes engine, copying, turret, capstan, auto-chucking lathes, knee and bed type millers, gear generators, hobbers and shapers, shapers, slotters, broach, oil groover, horizontal, vertical and jig boring machines, universal, tool, centerless, surface, cylindrical (ext.-int.) and knife grinders, circular hack and band saws, upright, radial, turret drills, mechanical presses, straightening presses, hammers, heat treating furnaces, inspection equipment of several types.

A complete set of the bidding instructions and specifications supplied by the General Organization are available for inspection in Room 4204, Commerce Building, Washington 25, D.C.

U.A.R. sets bid deadline for starch, corn plants

Tenders for the supply and erection of a starch dextrins and soluble starch plant, and for the supply and erection of a plant for continuous evaporation of corn steeping water have been announced by the General Organization for Executing the Five Year Industrial Plan, 6 Khalil Agha St., Garden City, Cairo.

Bid deadlines are June 29.

The starch plant is designed to produce 10 tons dextrin per 24 hours. It includes acidifying equipment, pre-drying equipment, roasting and cooling apparatus, moistening apparatus, sifting of the moistened dextrin, mills for grit, boilers and miscellaneous accessories. The raw material is maize starch.

The corn steeping water plant is designed to have a daily production of 175 tons at an evaporating time of 20 hours. The evaporating bodies, preheater, condenser, compressor, product pumps, etc., shall be of Cr Ni Mo-steel 18/8/2. Electric current and water points will be supplied to the plant, but all necessary piping, fittings, insulation, electric cables, switch boards, instruments (in metric system) shall be included in the offer.

Tender conditions and specifications are available for review at Room 4022, General Industrial Equipment and Components Division, BDSA, Department of Commerce, Washington 25, D.C.

Tunisia extends deadline for bids on transformers

The Société Tunisienne de l'Electricité et du Gaz (STEG) has extended the bid deadline for tenders 24 and 25 covering 147 transformers and miscellaneous equipment from March 30 to April 20. (See INTERNATIONAL COMMERCE, March 18, page 50).

Copies of tender notice (in French) available for loan in Room 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (WO 7-4242.)

India offers tenders for various equipment

The General Manager, Alloy Steel Project, Hindustan Steel, Ltd., offers tenders for the design, supply, erection and commissioning of the following equipment, indicating the price of each tender and bid deadline:

Tender ASP/PUR/GT/2(1)/63/12 scrap preparation equipment, price $15.75, April 18; Tender ASP/PUR/GT/2(1)/63/13 oxygen acetylene and Argon distribution piping equipment, price $15.75, April 20; Tender ASP/PUR/GT/2(1)/63/14 coke oven gas, steam, fuel oil and compressed air distribution piping (external), price $21, April 23;

Tender ASP/PUR/GT/2(1)/63/15 conditioning department furnace and steel melt shop auxiliary furnace, price $15.75, April 25; Tender ASP / PUR / GT / 2(I) / 63 / 16 weighbridges and portable platform weigh scales for different departments, price $10.50, April 27; Tender ASP/PUR/GT/2(I)/63/17 heat exchanger and pumping equipment for quenching oil conforming to specification No. ASP-23/M-31, price $5.25, April 30.

The tender documents are available from either the General Manager, Alloy Steel Project, 6 Ganesh Chandra Ave., Calcutta 13, India, or Mr. E. L. C. Coppieters, Hindustan Steel, Ltd., c/o High Commission of India, India House, Aldwych, London W. C. 2, England.

Copies of these tender documents are available at the India Supply Mission, (Ref. D/Enq 1667) 2536 Massachusetts Ave., NW., Washington 8, D.C. for reference of prospective bidder.

Nigeria invites tenders for eight transformers

The Electricity Corp. of Nigeria has issued the invitation to tender for the supply and erection of eight transformers for the Lagos Distribution System—stage 2.

Tender no. 1033/329 includes one—33/11 kv., 10 mva. generator transformer, three—33/6.6 kv., and four 33/11 kv., 7.5 mva. stepdown transformers. All transformers are to include off-load tap change. Bid deadline is noon, April 29.

Tender documents are available from the London Representative, The Electricity Corp. of Nigeria, York House, 5th Floor, Westminster Bridge Rd., London, S.E.1., upon receipt of $42, not refundable.

India invites tenders for electrical bridge

The Commissioners for the Port of Calcutta have invited tenders for the supply and erection, on prepared foundations, of an electrically operated double-leaf bascule bridge of the rolling-lift type.

Documents and drawings containing full details may be inspected at the Chief Engineer's Department of the Commissioners' Office, 15 Strand Rd., Calcutta or in the Office of the Consulting Engineers, Rendel, Palmer and Titton, 125 Victoria St., Westminster, London, S.W.1.

A set of these documents and drawings may be purchased for 200 rupees from the Chief Accountant and Financial Adviser of the C.P.C., same address, or for £15 (about $45) from the Office of the Consulting Engineers in London.

Closing date for tenders is July 1. One copy of the tender must be received no later than 10:30 a.m. g.m.t. in the Office of the Consulting Engineers on this date.

Interested firms may review the tender notice in the Building Materials and Construction Industries Division, BDSA, Room 4002, Department of Commerce, Washington 25, D.C.

Tunisia seeks bids on V.O.R. equipment

The Civil Aviation Department of Tunisia is seeking one dual, 200 watt V.O.R. equipment to be installed initially at El Aouina.

The specifications, in French, call for furnishing the V.O.R. equipment, installation, buildings, spare parts, and training of two technicians.

The equipment must meet I.T.U. and CCIR standards. Bids should be submitted directly to the Republic of Tunisia at the address given in the bid request. Copies of the bid documents are available for review, or on a short term loan basis, at the Electronics Division, BDSA, Room 4125, Department of Commerce, Washington 25, D.C. (Telephone: WO 7-2334.)

Bids asked by Greece for radio, TV, centers

The Greek National Broadcasting Institute has issued an international tender for the procurement and installation of FM radio and television broadcasting equipment for 3 TV stations, 8 FM stations, a radio program center, and a TV program center in Athens.

The bid deadline is July 1 at the offices of the Supply Service, H.N.B.I., Paleon Patron Germanou St. No. 7, Athens, 124 Greece.

Copies of the bids specifications can be obtained at the offices of the Economic Counselors of the Greek Embassy in Washington, D.C., or the Greek Consulate General in New York, N.Y.

The specifications are also available for review in the Electronics Division, BDSA, Rm. 4125, Department of Commerce, Washington, 25, D.C.

India requests bids for shipyards machinery

Hindustan Shipyards, Ltd., requests bids on main engine, pumps and engine room auxiliaries for 12,270 DWT ocean-going ships.

The bid deadline is April 30.

Tender documents may be obtained from Hindustan Shipyard, Ltd., Gandhigram P.O., Visakhapatnam 5, Andhra, India. The price is $10.50 plus 21 cents bank commission, and $2.30 air mail charges.

One copy of tender documents is available on a 5-day loan basis to firms located in the U.S. from Transportation Equipment Division, BDSA, Rm. 4318, Department of Commerce, Washington 25, D.C.

Bid deadline extended for Ireland dredge

The bid invitation by Cork Harbour Commissioners Cork, Ireland for a non-propelled dredge having a capacity of about 800 tons per hour from a depth of about 40 feet, has been extended to May 6 from April 1 (INTERNATIONAL COMMERCE Feb. 18, page 28).

India opens bids for ship propellers, shafts

Hindustan Shipyard, Ltd., of India invites bids on propellers and shafting for 12,270 DWT ocean going vessels.

Specifications are available from Deputy Controller of Stores, Mfs., Hindustan Shipyard, Ltd., P.O., Gandhigram Visakhapatnam—5, Andhra. Price of the prints is $3.15 (15 rupees). Bid deadline is May 30.

Iraq extends deadline for steam turbine bids

The Directorate General of Industrial Design and Construction, Ministry of Industry, has announced that the bid deadline for Tender No. 1/3/19 covering 3 40,000 KW steam turbines has been extended from March 20 to April 20 (INTERNATIONAL COMMERCE, Jan. 21, p. 31).

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classifications. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington 25, D.C.

Every effort is made to include only firms or individuals with a good reputation; the Department of Commerce, however, cannot be responsible for any resultant trade relations.

- ■ **indicates tenders invited by foreign borrowers under Agency for International Development (AID) loans. A star (★) following indicates that additional information is available from the Trade Opportunities Staff, Business and Defense Services Administration (BDSA), Department of Commerce, Washington 25, D.C., Room 4319, Telephone WO 7-4675.**
- ● **indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by U.S. firms in this country from BDSA; telephone numbers indicated. To avoid delay, requests for loan material should include country and commodity.**
- ★★ **indicate opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be acquired by writing International Activities Staff, Attention E. Craig Wilton, BDSA, Department of Commerce. NCIA following indicates no commercial information available. If copies of the interview report from which these opportunities were developed are desired, please indicate I.R. number in request.**
- **WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Commercial Intelligence Division, Bureau of International Commerce (BIC), Department of Commerce. The date following the letters WTD refers to the date of issuance of the report.**

Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless otherwise indicated.

011 Field Crop Farms

WEST GERMANY—First quality cotton, 3,000 tons. Spinnerei und Webereien Zell-Schoenau AG. (manufacturer), Zell im Wiesental, Teichstrasse. WTD 2/15/63.

019 Commercial Farms

HONG KONG—Orchid nursery stock. Frederick Pordes & Co., Ltd., (importer and exporter), 209/210 Gloucester Bldg., P.O. box 596. WTD 2/16/62.

200 Food, Related Products

GREECE—Foodstuffs in general, particularly canned goods, cake mixes, confectionery. Direct purchase and agency. Pierre A. Hagipanagou (sales agent), 26 Socratous St., Athens. WTD 2/18/63.

ISRAEL—Foodstuffs, tinned or packaged; alcoholic beverages; requests replies from manufacturers only. Ship Suppliers Import Co., Ltd., (suppliers), P.O.B. 1531, Haifa. WTD 9/4/62.

LIBYA—Rice and flour, in large sacks and small units for retail sale; butter and cheese in packages not requiring refrigeration; requests quotations CIF Benghazi in sterling as well as dollars if possible; replies preferred in Arabic, but English understood. Aghila Andulrahman el-Werfelli (importing distributor), 89 Suk el-Gerid, Benghazi. WTD 2/16/63.

Rice and flour in large sacks and small units for retail sale; butter and cheese in packages not requiring refrigeration; quotations c.i.f. Benghazi, in sterling as well as dollars if possible; requests replies in Arabic, but English understood. Milad Mohamed Elhashem (importing distributor), Sharia Bughula, Benghazi. WTD 2/16/63.

SOUTH AFRICA—Delicatessen specialties, canned foodstuffs, chocolates and candies; edible nuts, tinned and otherwise; requests replies from processors only or their sole export house. Direct purchase and agency. J. Melnick & Company (importing distributor), 43 De Villiers St. or P.O. box 4098, Cape Town.

All types of groceries; rice; confectionery products. N. Bhoola & Sons (Pty.), Ltd. (importing distributor), P.O. box 171, Durban, Natal. WTD 2/14/63.

Foodstuffs, including rice and canned fish. Direct purchase and agency. K. S. Mistri & Sons (Pty.), Ltd. (general wholesaler, importer, distributor), P.O. box 1150 or Mistri Mansion, 26 Cross St., Durban. WTD 3/8/63.

201 Meat Products

BELGIUM—Egg products, including dried egg yolks, dried whole eggs, albumen crystals and powder, liquid yolks; products must be covered by appropriate laboratory certificate attesting they are free of harmful bacteria. Handelsmaatschappij PELGER PVBA (importer, exporter and wholesaler), 6 Consciencestraat, Antwerp. WTD 2/20/63.

202 Dairy Products

NORWAY—Cheese. Jensen & Company og P. M. Jensen A/S (importing distributor), 5a-b Torvgt., Oslo. WTD 11/20/62.

203 Canning, Preserving Foods

NETHERLANDS—Dried fruit such as peaches, apples, pears, prunes and apricots; edible nuts such as almonds and walnuts; and all kinds of canned fruits and fruit juices. N.V. Handelsvennootschap v/h Gloe & Co. (importer, exporter, wholesaler, transit dealer), Mathenesserlaan 378, Rotterdam-6, or P.O. box 370, Rotterdam. WTD 7/13/62.

211 Cigarettes

ISRAEL—Cigarettes, filter and non-filter; requests replies from manufacturers only. Ship Suppliers Import Co., Ltd. (suppliers), P.O. box 1531, Haifa. WTD 9/4/62.

220 Textile Mill Products

DENMARK—Textile fabrics (all kinds) for ladies' night wear and housecoats. Weko v/K.E. Balleby Jensen (manufacturer), 23 Sondergade, Vejen. WTD 2/26/63.

GERMANY—Apparel linings; rayon, cotton, synthetics; cotton prints; wool fabrics, plain and printed; fabrics for coats; silk fabrics, plain and printed; requests replies in German, but English understood. Alfred Breuninger & Co. KG., (importer, wholesaler), Stuttgart 1, Marktplatz 16.

GREECE—Cotton, woolen or manmade suiting material for men and ladies. Direct purchase and agency. Jean M. Ioannidia & Fils (commercial agent, importer), 13 Syngrou St., Thessaloniki.

HONG KONG—Necktie fabrics and polyester fiber/wool, polyester fiber/rayon suiting materials. Beford Mercantile Co. (importer, wholesaler, indent agent), 825 Li Po Chun Chambers, Des Voeux Road Central, Hong Kong.

LIECHTENSTEIN—Printed and woven nylon cloth; furnishing fabrics; requests replies from manufacturers only. Exclusive direct purchase and agency. Weberei Eschen AG. (manufacturer, importer, exporter, selling agent), Postfach 23560, Schaan. WTD 10/25/62.

PHILIPPINES—Textile remnants. Reytex, Inc., (importer, wholesaler), 307-309 Quezon Blvd. Ext., Quezon City. WTD 2/15/63.

222 Broad Woven Fabric Mills, Manmade Fiber, Silk

HONG KONG—Nylon upholstery fabrics. Edinburgh & Co., (importer and exporter), Rm. 403, Hing Wai Bldg., Queen's Rd. Central. WTD 2/20/63.

225 Knitwear

THAILAND—Lockknit jersey (acetate, nylon, viscose). Direct purchase and agency. Songtham Store R.O.P. (importer, manufacturer's agent), 157/7 Petchburi Rd., or P.O. box 556, Bangkok. WTD 2/11/63.

228 Yarn

■ **KOREA**—Acetate rayon yarn, 55, 75, 100,

120, 150, 200 and/or 300 denier, 210,000 lbs.; viscose rayon yarn 40, 45, 60, 75, 100, 120, 125, 150, 200 and/or 300 denier, 180,000 lbs., bright dull on cones, hanks, or cakes, natural white dyed and/or crystal. Delivery c.&f. or c.i.f. Pusan by U.S. flag vessel. PA No. 489-901-356-3202. Limited worldwide (901). Quotation deadline April 23. Kyunggi Weavers & Dyers Cooperatives, 5-4 Chongro 4-KA, Chong-koku, Seoul. Cable HANSUM, Seoul. Ref. No. FFO-SAI-3-219.

■ Acetate rayon yarn 55, 75, 100, 120, 150, 200 and/or 300 denier; viscose rayon yarn 40, 45, 60, 75, 100, 120, 125, 150, 200 and/or 300 denier, bright dull on cones, hanks and/or cakes, natural white dyed and/or crystal, 150,000 lbs. of each. Delivery c.&f. or c.i.f. Pusan by U.S. flag vessel. PA No. 489-901-356-3202. Limited worldwide (901). Quotation deadline April 23. Seoul Weavers & Dyers Cooperatives, 17 Gookyo Dong Chung Ku, Seoul. Cable: HANSUM, Seoul. Ref. No. FFO-SAI-3-218.

■ Acetate rayon yarn, 55, 75, 100, 120, 150, 200 and/or 300 denier, bright dull on cones and/or hanks, natural white spun dyed and/or crystal, 540,000 lbs.; viscose rayon yarn 40, 45, 60, 75, 100, 120, 125, 150, 200 and/or 300 denier bright dull on cones hanks and/or cakes natural white dyed and/or crystal 400,000 lbs. Delivery c. & f. or c.i.f. Pusan by U.S. flag vessel. PA No. 489-901-356-3202. Limited world wide (901). Deadline for quotations, April 23. Kyung Buk Weavers & Dyers Cooperatives, 7 Dongsan Dong, Taiku. Cable: HANSUM, Taiku. Ref. No. FFO-SAI-3-217.

Copies of all offers for above items made should be sent air mail to Bank of Korea, Seoul, Attention: AID Section and to the Director, US AID Seoul, c/o U.S. Embassy, Seoul.

■ Acetate yarn, A grade, various denier, 300,000 lbs.; Viscose rayon filament yarn, same, 200,000 lbs. Limited worldwide. PA No. 489-901-356-3202. Quotation deadline April 29. S/A No. 3-227. Korean Knitting Industry Corporative Assn., 80, Sokong-Dong, Choongku, Seoul. CIF Pusan, U.S. flag liner.

■ Acetate rayon yarn, about 140,000 lbs.; Viscose rayon yarn, 120,000 lbs.; various denier, cones or hanks, white, dyed or crystal. PA No. 489-901-356-3201. Limited worldwide. Quotation deadline April 28. SA No. FFO-SAI-3-212. Chung Nam Weavers & Dyers Cooperatives, 50-8, Won Dong, Taijun. Cable: HANSUM. FOB, C&F and/or CIF Pusan, U.S. flag vessel.

■ Acetate rayon yarn, approx. 1,100,000 lbs.; Viscose rayon yarn, 900,000 lbs.; all in various denier, bright/dull, cones or hanks, white, dyed or crystal. PA No. 489-901-356-3201. Limited worldwide. Quotation deadline April 28. SA No. FFO-SAI-3-211. Federation of Weavers & Dyers Cooperatives, 80, Sodong Dong, Chung-Ku, Seoul. Cable: HANSUM. FOB, C&F and/or CIF Pusan, U.S. flag vessel.

LIBYA—Rayon yarn, first quality, 300/44, tensile strength 280, both white and various colors; quotations should cite price per kg. if possible, in sterling as well as dollars; estimated requirements at 20 tons/year; correspondence preferred in Arabic or Italian, but English understood. Union Industrial and Commercial Co. (textile manufacturer), P.O. box 344, Sabri, Benghazi. WTD 2/20/63.

229 Textile Products

■ **KOREA**—Viscose rayon staple fibre, crimped dull, 3.3.75, 4.5 denier x 2.3 inches. PA No. 489-901-356-3202. S|A No. FFO-SAI-3-226. Limited worldwide (901). Quotation deadline April 29. The Woolen Spinners & Weavers Association of Korea, #47, 2-Ka Myung-Dong Chung-Ku, Seoul. Quotations must show FOB price and freight separately, C&F or CIF Pusan or Inchon, U.S. flag vessel.

■ Rayon tire cord, super-super tyrex first standard quality, 2-ply, 1,650 denier, 1,100 filaments, 12Zx12S twist, tensile strength 35 lbs., elongation 3.1% at 10 lbs., 20,000 lbs. PA No. 489-901-356-3201. Quotation deadline April 27. Limited worldwide. Kuksan Tire Mfg. Co., 524, Pujun-Dong, Pusanjinku, Pusan. CIF and/or C&F Pusan. U.S. flag vessel. FFO-SAI-3-108.

■ Staple fibre, viscose rayon, 1.5 denier 1.5 in. cut., dull, regular crimped. PA No. 489-901-356-3201. Limited worldwide. Quotation deadline April 27, Tai Han Textile Co., Ltd., #133, 2-Ka, Namdaimoon-Ro, Choong-Ku, Seoul. C&F or CIF Pusan. Privately owned U.S. flagship commercial liner vessel. Cable: TAHANSANUP, Seoul. FFO-SAI-3-189.

■ Tire cord, 1650 denier, 1100 and 1500 filament, normal, super, super-super, Tyrex type, about 88,000 lbs., Quotation must show the FOB price and attach detailed analytical report. C&F or CIF Pusan, all U.S. flag. S/A No. FFO-SAI-3-224. PA No. 489-901-356-3202. Limited worldwide (901), Bid quotation deadline April 29. Han Kook Tire Mfg. Co., Ltd., #365, Shindorimdong Youngdeung-po-Ku, Seoul. Cable: TIRECOHANKOOK, Seoul.

■ Staple fiber, viscose rayon, 1.5 denier, 1.5 inch cut dull regular crimp, approx. 208,-208,330 lbs. PA No. 489-901-356-3202. Limited worldwide (901). Quotation deadline April 27. FFO-SAL-201. Chonnam Spinning Co., Ltd., # 140 Pukchang-Dong, Seoul. Cable: CHONNAMSPINNING, Seoul. Quote FOB or CIF price, Pusan, U.S. flag vessel.

■ Staple fiber, viscose rayon, 1.5 denier 1.5 inch cut, dull regular, approx. 163,300 lbs. PA No. 489-901-356-3202. Limited worldwide (901). Quotation deadline April 27. FFO-SAI-3-200. Tongyang Spinning Co., Ltd., 92, Lukyo-Dong, Choong-Ku, Seoul. C&F or CIF Inchon and/or Pusan. Indicate FOB quotation.

■ Staple fiber, viscose rayon, 1.5 denier inch cut, dull regular crimp, 202,020 lbs, approx. net weight. PA No. 489-901-356-3202. Limited worldwide (901). Quotation deadline April 27. FFO-SAI-3-119. Panben Spinning Co., Ltd., 54-3-Ka, Mun Rai-Dong, Yong Dung Po-Ku, Seoul. Quotations accepted on price of CIF and/or C&F, U.S. flag liner vessel.

● **PAKISTAN**—Cloth, artificial leather, green, for upholstering carriage cushion, embossed with monogram "PER," width 50/52 inches, quantity 8,100 yards. Bid deadline April 20. The Controller of Stores (Purchase) Pakistan Eastern Railway, Pahartali, East Pakistan.★ (Telephone WO 2-4294.

230 Apparel

HONG KONG — Ready-made neckties. Bedford Mercantile Co. (importer, wholesaler, indent agent), 825 Li Po Chun Chambers, Des Voeux Road Central, Hong Kong.

239 Fabricated Textile Products

GERMANY—Laundry supplies, such as textiles for mangles, presses and ironing tables; laundry nets made of nylon or cotton, laundry bags; correspondence preferred in German. Direct purchase and agency. Rationalisierungsverband des Waescherei-Fachgrosshandels GmbH. (purchasing organization). 60/62 Alteburgerstrasse, 5 Koeln. WTD 2/19/63.

242 Sawmills, Planing Mills

NORTHERN IRELAND—White oak FAS grades; price quotations C.I.F. Belfast for 1500 cubic feet lots. Lees Hyman & Lees, Ltd., (manufacturer and wholesaler of furniture), 44 Corporation St., Belfast, 1.

261 Pulp Mills

■ **CHINA**—Prime unbleached sulphate soft wood pulp, 200 m.t., packed 500 lbs. bales. C&F Kaohsiung. PA No. 484-5912-000-253-3207. U.S. source. Quotation deadline April 24. Tung Tai Paper Corp., 180 Kuosan Rd., Sec. 2, Koehsiung, Taiwan. Ref. # 038.★

■ **KOREA**—Sulphite woodpulp, bleached, unbleached, semi-bleached, prime quality, 90/100 air dry basis, approx. 1,300 long tons. PA No. 489-901-356-3202. Limited worldwide (901). S/A No. FFO-SAI-3-196. Quotation deadline April 27. Hankik Special Paper Mfg. Co., Ltd., 3-13 2-Ka Chungmuro Chung-ku, Seoul. C&F and/or CIF Pusan on U.S. flag vessel.

■ Bleached sulphite wood pulp, unbleached, bleached and semi-bleached, prime grade, approx. 540 long tons; same item, 700 long tons. PA No. 589-901-356-3202. S/A No. FFO-SAI-3-194. & 195. Limited worldwide (901). Quotation deadline April 27. Korea Paper Manufacturers Association, 194, 1-Ka, Ulchi-Ro, Chung-Ku, Seoul. Cable: PAPERMAKERS. The quotation must show FOB price and freight on basis U.S. flag vessel. CIF or C&F Pusan.

■ Bleached, unbleached and semi-bleached, sulphite woodpulp, 800 long tons. PA No. 489-901-356-3201. Quotation deadline April 27. Limited worldwide. Sampoong Paper Mfg. Co., Ltd., 3601, Supyo-dong, Chung-ku, Seoul. C&F or CIF Pusan, all U.S. flag. FOB price. FFO-SAI-3-187.

■ Bleached sulphite pulp, 90% air dry, B.S.P., 570 m.t.; U.K.P., 280 m.t.; unbleached sulphate pulp. 275 long tons. PA No. 489-901-356-3201. Quotation deadline April 27. Limited worldwide. Korea Paper Mills Corp., 101, 2-ka, Ulchi-ro, Chung-ku, Seoul. CIF or C&F Pusan. 100% U.S. flag. FFO-SAI-3-185.

262 Paper Mills

MALAYA—Cigarette paper 18 gms./24 gms., in reels of 4,000 to 6,000 meters; also in reams of 500 sheets approx. 20" x 30" in size. Lebel (China), Ltd., (importer), Kwang Tung Association Bldg., 44 Pudu Rd., P.O. box 740, Kuala Lumpur. WTD 8/24/61.

● **NEW ZEALAND** — Bond paper: 3,600 reams and three tons, white, not less than 25% cotton or linen fibers, balance free from unbleached or groundwood pulp, in weights of 61, 73, and 98 grams per square meter, in various sheet sizes; 50 reams, blue, same quality as white, 73 grams per square meter in size 27 x 34 inches. Tender No. 210, tenders close in New Zealand on April 20. New Zealand Printing & Stationery Dept., Government Printing Office, Waterloo Quay, Wellington. Copies of tender and specification are available from the Senior Trade Commissioner, 1145 19th St., NW., Washington 6, D. C.

264 Converted Paper, Paperboard Products

SOUTH AFRICA—All types of stationery. N. Bhoola & Sons (Pty.), Ltd. (importing distributor), P.O. box 171, Durban, Natal. WTD 2/14/63.

280 Chemicals

■ **CAMBODIA**—Polyethylene, in bags of 50 lbs. net, 57,100 lbs. PA No. 442-901-356-3206. Limited worldwide (901). Bid deadline for quotations, not formal bid, April 22. Eam Hong, 155/157 Vithei and duong, Phnon-Penh. C&F.

■ Toluene, 440 U.S. gallons; xylene, 770 gals.; epikote "1001", 2,000 kgs.; methyl ethyl ketone, 825 kgs.; methyl isobutyl ketone, 825 kgs., methyl isobutyl carbinol, 835 kgs.; glycerine, 12,925 kgs. PA No. 442-901-3206. Limited worldwide (901).

Deadline for submitting quotations, April 25. Descours et Cabaud, No. 17 Phlauv P; Bat Koddemak, Phnon-Penh, Delivery C.&F.

GERMANY—Plastic materials (except polyethylene) and chemicals to be used in the plastics industry. Exclusive distributorship for direct purchase or on-commission basis for West Germany. Overbeck & Co. (importer), 33 Breitenweg, or P.O. box 896, Bremen. WTD 2/21/63.

■ **GREECE**—Di tertiary butyl para cresol, 20,000 lbs. PA#240-898-221-2203. Limited worldwide (898). Quotation deadline April 28. Dow Hellenic Chemical Industry, Ltd., Lavrion. Additional requirements.★

■ **KOREA**—Polystyrene, 666 K-27, approx. 13,900 lbs.; cellulose acetate, tenite 51246 and 22300 colors, 6,250 lbs.; styrene copolymer, tyil 750-R5800B, 3,550 lbs.; polypropylene, off-grade, 10,650 lbs.; polymide resin, 2,600 lbs. PA No. 489-356-3202. Limited worldwide (901). Deadline for submitting quotations, not formal bidding, April 24. Boseng Industrial Co., Ltd., #1012, Soojung Dong, Dong Ku, Pusan. C&F or CIF Pusan, U.S. flag vessel. S/A No. FFO-SAI-3-131.

■ Polyethylene, low and high density, approximately 35,000 lbs; polystyrene, 5,000 lbs. PA No. 489-356-3202. Limited worldwide (901). Deadline for submitting quotations, not formal bidding, April 24. Samsung Chemical Industry Co., #31, 3-Ka, Moonae-Dong, Yungdungpo-Ku, Seoul. CIF/C&F Pusan/Inchon, all U.S. vessel. S/A No. FFO-SAI-3-129.

NORWAY—Chemicals for food industries such as ascorbic acid, sorbic acid, citric acid, sodium benzoate and related products. Direct purchase and agency. Tollef Bredal A/S (importing wholesaler and manufacturer's agent), 8 Wesselsgate, Oslo. WTD 1/24/63.

281 Industrial Chemicals

BELGIUM—Potassium chloride 60%; 170 tons, for Congolese market. SECLI, Societe Congolaise Lulonga-Ikelemba, S.A. (importer, wholesaler, exporter), 3 Solvynsstraat, Antwerp. WTD 8/17/62.

■ **CAMBODIA**—Soda ash light, packed in 100 lbs. paper bags net, 81 m.t. PA No. 442-901-356-3206. Limited worldwide (901). Quotation deadline April 22. Vong-Vanh Ets. Quan Hoa Tung Vien, 27 Phlauv Khemarak Phoumin, Phnom-Penh. C&F.

■ Blowing agent, D.P.T., 1,500 kgs.; talcum powder, 1,400 kgs.; pigment for rubber 2,000 kgs. PA No. 442-901-356-3206. Limited worldwide (901). Quotation deadline April 22. Chang Ly Wen, Chak-Angre, (Kanoal-OStung), Phnom-Penh. C&F.

■ Caustic soda 98%, packed in iron drums of 700 lbs. each net, 22,544 kgs.; Synthetic TEOX white powder (Laviron-F powder), packed in 100 lbs. 5-ply kraft paper bags, 30,000 Kgs. PA No. 442-901-356-3206. Limited worldwide (901). Quotation deadline April 22. Duong Nghiep Chuong (Savonnerie Mecanique "Kim Chhe Hang"), 35 Phaluv Ang Duong, Phnom-Penh. C&F.

■ Polyethylene; polystyrene; stearic acid; carbon black, Flioflex 224, in large quantities, paper bags of 50 lbs. packing. PA No. 442-901-356-3206. Limited world-wide (901). Deadline for quotations, April 22. Duong Nghiep Chuong (Manufacture de Caouthouc "Socvan-Dara"), 35 Phlauv Ang Duong, Phnom-Penh, C&F.

■ **CHINA**—Dioctyl phthalate, about 6-5 c.f., 15 m.t. in iron drums of 400 lbs. each. C&F Keelung/Kaehsiung. PA#484-390-000-253-3209. U.S. source. Quotation deadline April 23. Kian An Heng, 6 Ming Sing Rd., Tainan, Taiwan.

■ Ethyl parathion, tech. 95-98%, 10,000 kgs.; malathion technical 95% up, 5,000 kgs. Ref. No. 037. C&F Keelung, quotation deadline April 23. Sevin 99% technical, 10,000 lbs. in fibre drums of 110 lbs. or in multiple paper bags of 50 lbs. net each. Ref. No. 038. C&F Keelung/Kaehsiung. Quotation deadline April 25. PA #484-236-000-253-3002. Shin Nung Chemical Corp., No. 59, Nei Shin Rd., Nei Shin, Ta-Li-Shang, Taichung, Taiwan. Cable: SHINGNUNG, Taichung, Taiwan.

GERMANY—Chemicals for the rubber processing industry. Exclusive distributorship for direct purchase or on commission basis for the sale in West Germany and/or Western Europe. Freudenberg & Co. G.m.b.H. (importer, exporter, sales agent), 162/163 Am Wall, Bremen. WTD 4/6/62.

■ **KOREA**—Silicon carbide, crude or grain, 3 m.t.; fused alumina, oxide lionite or white and green lionite, 17 m.t.; gypsum, crude or crushed, 15 m.t.; sulphur, crude, lump or dusting, 60 m.t., magnesite clinker, dead burned, MGO, 20 m.t.; diatomaceous earth, dicalite speedplus, or equal, 30 m.t. PA#489-901-356-3202. Limited worldwide (901). S/A No. FFO-SAI-3-222. Quotation deadline April 29. Chung-Ku, No. 51, 1-Ka Chung Mu-ro, Kum Shin Industrial Co., Ltd., Central P.O., box 455. FOB price and C&F or CIF, Pusan, U.S. flag vessel.

■ Caustic soda, solid and flakes, 98% up, approx. 300 m.t.; Soda ash, light and dense, 100 m.t., Formaline, etc. PA#489-901-356-3202. Limited worldwide. Quotation deadline April 27. Ee Won Chemical Co., 866, Jachun-dong, Dong-ku, Pusan. C&F or CIF, Pusan, Korea, U.S. flag vessel. Quotations shall be forwarded to 17, 2-ka, Hoihyun-dong, Chung-ku, Seoul. S/A No. FFO-SAI-3-143.★

■ Various industrial chemicals—titanium dioxide, anatase, butile, etc., PA no. 489-901-356-3202. Limited worldwide. Quotation deadline April 27. Dong Il Chemical Co., $559 Kwejungdong Seoku, Pusan. CIF and C&F, U.S. flag vessel. S/A No. FFO-SAI-3-142.★

■ Fused alumina oxide, #16-#500; white fused alumina oxide grain, #50-160; silicon carbide grain, #24-60; green silicon carbide grain, #60-300. Approx. $20,000. PA#489-901-356-3201. Limited worldwide. Quotation deadline April 27. Korean Grinding Wheel Co., Ltd., #58, 3-ka, Yangpyeong-dong, Yeongdongpo-ku, Seoul. C&F or CIF Pusan, all U.S. liner vessel. Quotations must show FOB price. FFO-SAI-3-181.

■ Styrene polymer and copolymer, 245,-000 lbs.; cellulose acetate, butyrate propionate, 22,000 lbs.; formalin 37% up, 300 m.t.; phenol, technical, 30 m.t.; polypropylene resin, molding/extrusion, 50,000 lbs.; polyethylene resin, high or low density, 120,000 lbs. PA No 489-901-356-3202. Limited worldwide (901). S/A #FFO-SAI-3-223. Quotation deadline April 29. Gold Star Co., Ltd., 3rd Floor, Han-il, Eulchi Bldg., 116, 3-Ka, Eulchi-Ro, Seoul. Quotations shall be forwarded to: Room 609 or 608, Dong-Nam Bldg., P.O. Box Kwang Hwa Moon 314, CIF Pusan.

■ Sulphur powder grade, 99% up, free from AST, 120 m.t., 95% passing 325 mesh. PA No. 489-356-3202. Limited worldwide (901). Deadline for submitting quotations, not formal bidding, April 24. Sam Yung Trading Co., Ltd., No. 79 Sokong Dong Chung Ku. Packing 25 kg. net, 6-ply paper bag. C&F Pusan, U.S. liner vessel. S/A No. FFO-SAI-3-139.

■ Sulphur, crude, dusting, 99.5% up, 130 m.t.; fused aluminium oxide grains, silicon carbide grains, crit No. 16-300, approx. 130 m.t.; diatomaceous earth; gypsum; rockwool; glass wool. PA No. 489-356-3202. Limited worldwide (901). Deadline for submitting quotations, not formal bidding, April 24. Kukje Plate Ind. Co., Ltd., $51-4, 1-ka, Chungmuro Chung-Ku, Seoul, P.O. Box Central 434. C&F or CIF Pusan, U.S. flag vessel. Cable: KUKJEPLATE, Seoul. S/A No. FFO-SAI-3-140.

■ Caustic soda, solid 98% up NaOH and/or flake 98% up NaOH, 400 m.t.; soda ash, light and/or dense, 200 m.t.; boric acid, 10 m.t. PA No. 489-356-3202. Limited worldwide (901). Deadline for submitting quotations, not formal bidding, April 24. Makung Wha Fat & Oil Co., International P.O. Box 1428 Seoul. Cable: YUJINTRD, Seoul. C&F or CIF, U.S. flag liner vessel. S/A No. FFO-SAI-3-132.

■ Diatomaceous earth, for sugar filtering, approx. 65 m.t.; white gypsum plaster used to mold chalk crayon, 130 m.t. PA No. 489-356-3202. Limited worldwide (901). Deadline for submitting quotations, not formal bidding, April 24. Samsung Moolsan Co. Ltd., #180 1-Ka, Ulji-Ro, Chung-Ku, Seoul. Cable: STARS, Seoul. CIF or C&F Pusan, Korea, all U.S. flag vessel. S/A No. FFO-SAI-3-133.

■ Fused alumina, Nos. 16 and 600, about 75 m.t. PA No. 489-356-3202. Limited worldwide (901). Deadline for submitting quotations, not formal bidding, April 24. Ton-il Manufacturing Co., #17, 2-ka, Taipyung-Ro, Teagu. Quotations FOB price; shipment on U.S. flag vessel, CIF Pusan. S/A No. FFO-SAI-3-134.

■ Sulphur crude lump, 99.5% up, approx. 330 m.t. PA No. 489-356-3202. Limited worldwide (901). Deadline for submitting quotations, not formal bidding, April 24. Miwon Commercial Co., Ltd., 93, 3-ka, Namdaimoonro, Chungku, Seoul. CIF Inchon or Pusan, U.S. flag vessel. FFO-SAI-3-135.

■ Silicon carbide, No. 16—300, about 50 m.t.; fused aluminum No. 20—400, about 50 m.t. PA No. 489-356-3202. Limited worldwide (901). Deadline for submitting quotations, not formal bidding April 24. Chae-il Grinders Mfg. Co., #193, Rakmin-dong, Dongrai-ku, Pusan. CIF Pusan, FOB price, U.S. Flag vessel. S/A No. FFO-SAI-3-136.

■ Caustic soda solid, approx. 100 m.t., NaOH 98% up. PA No. 489-356-3202. Limited worldwide (901). Deadline for submitting quotations, not formal bidding, April 24. Chung Nam Soap Ind. Co., 237, Dauheung-dong, Chunan, Chungnam. CIF/C&F Pusan port, all U.S. flag vessel. FFO-SAI-3-130.

■ Caustic soda, solid 99%, 100 m.t. PA No. 489-356-3202. Limited worldwide (901). Deadline for submitting quotations, not formal bidding, April 24. Samho Textile Co., Ltd., #20 Sokong-Dong. Chung-ku, Seoul. C&F and/or CIF Pusan, U.S. flag vessel only. S/A No. FFO-SAI-3-124.

■ Polystyrene, various colors, 34,000 lbs. PA No. 489-356-3202. Limited worldwide (901). Deadline for submitting quotations, not formal bidding, April 24. Pacific Chemical Industrial Co., Ltd., #159-5, 2-Ka, Hangang-Ro, Yongsan-Ku, Seoul. C&F or CIF, Pusan by all U.S. flag vessel. S/A No. FFO-SAI-3-125.

■ Soda ash, light and/or dense, 300 m.t.; caustic soda, solid, 97% up, 300 m.t. PA No. 489-356-3202. Limited worldwide (901). Deadline for submitting quotations, not formal bidding, April 24. O Sung Soap Co., 71-7, Songwol-dong, Sudemun-ku, Seoul. C&F and/or CIF Pusan, U.S. flag vessel 100%. S/A No. FFO-SAI-3-126.

■ Caustic soda, solid, 96% up, 100 m.t.; soda ash, light or dense, 100 m.t. PA No. 489-356-3202. Limited worldwide (901). Deadline for submitting quotations, not formal bidding, April 24. Sung Ree Soap Mfg. Co., No. 98, Songhyun-Dong, Inchon, delivered in CIF Pusan, or C&F Pusan, all U.S. flag vessel; quotation must show FOB price and unit freight U.S. flag vessel. S/A No. FFO-SAI-3-127.

■ Caustic soda, solid, 98% up, 50 m.t.; soda ash light min. 99.7%, 50 m.t.; caustic potash C.P., 3 m.t. PA No. 489-356-3202. Limited worldwide (901). Deadline for

submitting quotations, not formal bidding, April 24. Tong San Fat & Oil Co., Ltd., No. 1261-1, Bumil-Dong Pusanjin-Ku, Pusan. C&F and/or CIF, Pusan. U.S. flag vessel. FFO-SAI-3-128.

■ Various chemical products, polystylene, polyethylene, polyamide, large quantities. PA # 489-901-356-3202. Limited worldwide (901). Quotation deadline April 27. FFO-SAI-3-198. Dong Yung Chemical Ind. Co., 4, 1-Ka, Won Wol Dong, Su Ku, Pusan, C&F and/or CIF Pusan, U.S. flag vessel.

PAKISTAN—Laboratory or reagent chemicals, such as sodium hexametaphosphate (calgon 'S'), cement fondu to BSS-915/1947, standard testing sand to BSS-12/1947, trisodium phosphate anhydrous. Dalmia Cement, Ltd., (manufacturer, importer), P.O. Shantinagar, Karachi-12.

PHILIPPINES—Industrial chemicals for textile, paper and paint industries. Direct purchase and agency. Trans-Oceanic Merchandising (importing distributor and manufacturer's agent), 410 Rosario St., Manila. WTD 1/12/63.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

FRANCE—Plastic sheets for manufacture of laboratory plastic ware and apparatus, illuminated advertising plastic signs, displays; particularly first grade sheets (2-3 millimeters thick), clear or in yellow, red, blue, transparent and opaque; requests samples and price quotations. Direct purchase and agency. Plastiques Delachartre (manufacturer, wholesaler), 2 Rue de Verdun 2, Bizanos, par Pau, Basses-Pyrenees. WTD 2/14/63.

■ **KOREA**—Polyethylene; polypropylene resins, 20,000 lbs. each; polyamide polystyrene resins, 5,000 lbs. ea. PA # 489-901-356-3202. Limited worldwide. Quotation deadline April 27. Oriental Plastic Ind. Co., 497 3-ka Dangsan-dong, Yongdongpo-ku, Seoul. C&F or CIF Pusan or Inchon, U.S. flag vessel. S/A No. FFO-SAI-3-158.

■ Polyethylene virgin grade for film blowing, approx. 400,000 lbs.; polyethylene off grade for extrusion, 100,000 lbs.: P.V.C. compound extrusion grade. C&F and/or CIF Pusan, U.S. flag vessel. S/A No. FFO-SAI-3-144. PA # 489-901-356-3202. Limited worldwide. Quotation deadline April 27. Young-Jan Chemical In., 54, 2 Ka, Dongdaishin-dong, Pusan.

■ Vinyl polymer, copolmer resins, etc. PA # 489-901-356-3202. Limited worldwide. Quotation deadline April 27. Lucky Vinyl Plastics Co., Ltd., 2nd Floor, Han-il Eulchi Bldg., 116, 3-ka, Eulchi-Ro, Seoul. Cable: FOURCLOVER. Quotations to be forwarded to: 2nd Floor, Han-il Eulchi Bldg., 116, 3 Ka, Eulchi Ro, Seoul, P.O. box Kwan Hwa Moon 314, CIF Pusan. S/A No. FFO-SAI-3-156. ★

■ Titanium anatase, 98% up, about 15.6 m.t. PA # 489-901-356-3202. Limited worldwide. Quotation deadline April 27. Taw Hwa Rubber Co., # 97, 2-Ka Chungpa-Dong, Yongsan-Ku, Seoul. C&F or CIF Pusan, 100% U.S. flag vessel. S/A No. FFO-SAI-3-148.

■ Polyethylene resin, compounded, suitable for covering power cable and telephone cable. PA No. 489-901-356-3202. Limited worldwide. Quotation deadline April 27. Tai Han Electric Co., Ltd., 133, 2-ka, Namsaimoon-ro, Choong-ku, Seoul. C&F or CIF Pusan, U.S. flag vessel. S/A No. FFO-SAI-3-147.

■ MPC, 20 mt.; FEF, 10 mt.; HAF, five mt.; SRF, five mt.; FT, five mt.; ISAF one mt.; Specification and grade of carbon black. PA No. 489-901-356-3202. Limited worldwide. Quotation deadline, April 27. Hung Ah Tire Co., Ltd., 587 Jyon-Po-Dong, Pusan. Price quoted at CIF Pusan, by 100% U.S. flag vessel. S/A No. FFO-SAI-3-145.

■ Titanium dioxide, rutile type, 11 mt.; vinyl copolymer resin, uncompounded, dispersions, five mt. PA No. 489-901-356-3202. Limited worldwide. Quotation deadline April 27. Kunsul Chemical Ind., Co., Ltd., 588, Kayadong, Pusanjin-Ku, Pusan. C&F or CIF Pusan, U.S. flag. Indicate FOB price, freight and insurance. Cable: PAINSTWALLOW, Seoul. S/A No. FFO-SAI-3-159.

■ Vinyl resin compound, natural and colors, 20,000 lbs; polyethylene, same, for insulation of wire; vinyl resin, same, 5,000 lbs. each. PA No. 489-901-356-3202. Limited worldwide. Quotation deadline April 27. Kukje Electric Wire Industrial Co., Ltd., #6 6-Ka, Myong-Dong, Chung-Ku, Seoul. CIF Inchon, U.S. flag. FFO-SAI-3-160.

■ Resin for paper, parez 607, etc., 8 mt. PA No. 489-901-356-3202. Limited worldwide. Quotation deadline April 27. Hankuk Special Paper Mfg. Co., Ltd., 3-13 2-ka, Chungmu-ro, Chung-Ku, Seoul. CIF or C&F Pusan. FOB price and freight on basis U.S. flag vessel. FFO-SAI-3-161.

■ Ion exchange resin; 100 cu. ft., soda ash, light or dense, 100 mt.; caustic soda, 98% up solid, 500 mt.; phenol, 98% up, two mt.; PA No. 489-901-356-3202. Limited worldwide. Quotation deadline April 27. Rifa Industrial Co., Ltd., No. 9, 5 ka, Dangsandong YongdongPoKu, Seoul. C&F or CIF Pusan, U.S. flag. FFO-SAI-3-163.

283 Drugs

GERMANY—Dental pharmaceuticals. Wilhelm Bulk, Zahn-Haus (wholesaler), 36 Herforderstrasse, 48 Bielefeld. WTD 2/-20/63.

■ **GREECE**—Chemical reagents; biological reagents; blood typing Sera; dehydrated culture media; diagnostic antigens; bacteria antigen. PA No. 240-370-898-221-2200. Limited worldwide (898). Quotation deadline May 4. Amount $12,000. Orkam Oreste Cambouridis & Co., Veranzeron Str., 32, Athens. Additional requirements.★

IRAQ—Pharmaceuticals including antibiotics; requests replies from manufacturers only. Direct purchase and agency. African-Iraqi Trading Co. (importer, wholesaler, retailer and agent), P.O. box 17, Baghdad. WTD 9/25/61.

■ **KOREA**—DL-Methionine, 600 kg.; piperazin USP, 1,000 kg.; vitamin B1 USP, 120 kgs.; vitamin B2 USP, 100 kgs.; vitamin C USP. 240 kgs; caffeine-anhydrouse USP, 300 kgs.; phenacetin USP, 500 kgs. PA No. 489-370-901-356-3200. Limited worldwide (901). Quotation deadline April 28. Chong Kun Dang Pharmaceutical Co., Ltd., #375, 3-Ka, Choongjung-Ro, Suhdaemoon-Ku, Seoul. S/A No. FFO-SAI-3-213. The brand name should be clearly described in the offer. Samples for all items are required. Quotations both CIF and FOB prices, delivered at Pusan, U.S. flag liner. Additional requirements.★

□ Nicotinamide USP, 300 kilos; Vitamin B2 USP, 30 kilos; vitamin C, 510 kilos, USP; caffein anyhydrous USP, 300 lbs.; dextrose anhydrous USP, 1 mt.; PA No. 489-370-356-3200. Limited worldwide (901). Quotation deadline April 28. Chundo Pharmaceutical Co., Ltd., 75, 2-ka Chongro, Chongro-Ku, Seoul. Brand name should be clearly described in offer. Samples for all items required. FOB price CIF Pusan, U.S. flag vessel, S/A No. FFO-SAI-3-214. Additional requirements.★

□ Aminopyrine USP, 100 kgs.; caffeine anhyd. USP, 400 kgs; phenacetin USP, 1,000 kgs; santonin NF, 20 kg; vitamin E 33%, NA, 30 kgs; Nicotinamide USP 64 kgs. PA No. 489-370-356-3200. Limited worldwide (901). Quotations deadline April 28. Orient Medical Industry Co., Ltd., #6-2, Kalwol-Dong, Yongsan-Ku, Seoul. Brand name should be clearly described in the offer; samples required. FOB price, CIF Pusan, U.S. flag vessel. SA No. FFO-SAI-3-215. Additional requirements.★

■ Dihydrostreptomycin sulphate, bulk USP, 300 kgs; streptomycin sulphate, bulk USP, 300 kgs.; bulk procaine penicillin G with aluminum monostearate in oily suspension, 600 B.U. PA No. 489-370-356-3200. Limited worldwide (901). Quotation deadline April 28. Hanodok Remedia Ind. Co., Ltd., #15, 2-ka, Myung-Dong, Chung-ku, Seoul. Expiry period not shorter than 5 years, manufacturer's certificate, origin certificate with original manufacturer's name and address and antibiotic inspection certificate are required. Quotation based on CIF and C&F flag liner vessel. S/A No. FFO-SAI-3-216. Additional requirements.★

■ Aminopyrine N.A., 400 kgs; vitamin B-1, 50 kgs; vitamin B-2 USP, 20 kgs.; vitamin B-6 USP, 10 kgs.; nicotinamide USP, 56 kgs.; cal-d-pantothenate USP, 110 kgs. PA No. 489-370-356-3200. Limited worldwide (901). Quotation deadline April 27. An Gook Pharmaceutical Co., Ltd., #108, 2-Ka, Hangan-Ro. Yongsan-Ku, Seoul. Cable: ANGOOK Pharma., Seoul. Brand name should be clearly described in the offer. Samples for all items required. Quotations to show both CIF and FOB prices, Pusan, U.S. flag vessel. S/A No. FFO-SAI-3-202. Additional requirements.★

■ Dihydrostreptomycin sulfate, U.S.P., 440 kgs; streptomycin sulfate, USP, 440 kgs; penicillin G sodium USP, 100 BU; procaine penicillin G. in oil USP, 70 BU. PA No. 489-370-356-3200. Limited worldwide. Quotation deadline April 27. Keun Wha Antibiotic Medicine Co., Ltd., 43-4, 1-Ka, Pil-Dong, Chung-Ku, Seoul. Expiry period not shorter than 5 years. Manufacturer's and origin certificate with original manufacturer's name and address and antibiotic inspection certificate required. Quotation on C&F by U.S. flag liner vessel. S/A No. FFO-SAI-3-203. Additional requirements.★

■ Aminopyrine NF 120 kgs, caffeine anh., 100 kgs., about 200 kgs. piperazine NA; isoniazid (INAH) USP, about 350 kgs.; vitamin B1 USP, 30 kgs; vitamin B6 USP, 5 kgs. Vitamin C USP, 100 kgs; methionine NF, 200 kgs; vitamin AD NA 500,000 units; D-2, 50,000 units; inositol NF, 50 kgs. PA No. 489-370-356-3200. Limited worldwide. Quotation deadline April 27. Dong Kwang Pharmaceutical Co., Ltd., P.O. box central 284, Seoul. Quotations either C&F or CIF Pusan. Original manufacturer's name and breakdown of cost insurance freight per unit should be indicated. U.S. flag commercial liner. Additional requirements.★

■ Vitamin B1 hcl USP, 30 kg; vitamin B2 USP, 10 kg; riboflavin-5- phosphate sodium NA, 3 kg.; vitamin C USP, 174 kg; sodium ascorbate NA, 30 kg; dry vitamin E acetate pow. 33-1/3% NA, 20 kg.; calcium D-pantothenate USP, 5 kg. polyvinyl pyrrolidone NA, 400 kgs.; dextrose anhydrose USP 4 mt.; aminopyrim NF, 100 kg; caffeine anhydrous USP, 250 kg., phenacetin USP, 100 kg. PA No. 489-370-356-3200. Limited worldwide (901). Quotation deadline April 27. Bumyand Pharmaceutical Co., Ltd., 121, 1st St., Wonhyo-ro, Yongsan-ku, Seoul. Brand name should be clearly described in the offer. Samples of all items required. Quotations FOB price. CIF Pusan, U.S. flag liner. S/A No. FFO-SAI-3-228. Additional requirements★

■ **PAKISTAN**—Large quantities drugs—penicillin, calcium, antibiotics. PA#391-370-898-256-2204. Limited worldwide (898). Quotation deadline April 26. Cable: DAWAGHAR, Karachi. M. A. Yahya, 248 Bunder Rd., Karachi. S/A No. RM 042084.★

□ Various drugs, large quantities, such as heptoglobin, olive oil, penicillin. PA No. 391-370-898-256-2204. Limited worldwide (898). Quotation deadline April 28. Pakis-

tan Drug Agency, 166 Bunder Rd., Karachi. Cable: DRUGGIST, Karachi. S/A No. RM 082948.★

■ Large assortment of drugs, such as magnesia, penicillin, vitamins. PA No. 391-370-898-256-2204. Limited worldwide (898). Quotation deadline April 28. S/A No. 041864. Ferozuddin Sultan Ahmed, Serai Rd., Karachi. Cable: SCALE, Karachi.★

PORTUGAL—Potassium and sodium penicillin, streptomycin, dihydrostreptomycin sulphate, vitamin B-12 and C, and other fine chemicals. Direct purchase and agency. Agrovete-Organizacao Tecnica Argo-Pecuaria, Lda., (importer, wholesaler, distributor), Rua do Alecrim 33-2°, Lisbon 2. WTD 2/12/63.

SWITZERLAND—Fine drugs and pharmaceutical specialties; pharmaceutical raw materials as well as finished products. Laboratoire Pharmaceutique Noine (manufacturer, distributor), Villeneuve, Canton Vaud. WTD 1/14/63.

TUNISIA—Preliminary information requested on following commodities: vitamin A, oil solution, 1 million units/gram, 10 kg.; vitamin B-1, 400 kg.; vitamin B-2, 50 kg.; vitamin B-6, 300 kg.; vitamin B-12, 0.5 kg.; vitamin C, envelope, 1,000 kg.; vitamin D-2, 5 kg.; vitamin K (menadione bisulfite), 1 kg.; aureomycin hydrochloride, 300 kg.; chloramphenicol, 1,300 kg.; butazolidin, 250 kg.; meprobamate (equanil), 300 kg.; promethazine (phenergan), 60 kg.; quinine sulfate, 1,000 kg.; phenylbutazone for injectable ampul, 100 kg.; estradiol benzoate, 5 kg.; testosterone propionate, 5 kg.; testosterone heptylate, 5 kg.; progesterol, 5 kg.; nicethamide, 200 kg.; propylene glycol, 200 kg.; calcium gluconate for injection, 500 kg.; calcium bromo-lacto-bionate injectable, 500 kg.; liver extract, 10 or 20 gamma/gram, 500 kg.; tenox, 10 kg.; cellulose acetophthalate, 10 kg.; procaine hydrochloride, 200 kg.; sodium pyrosulfite S205Na2 for analysis, 30 kg.; adrenochrome semicarbazone, 20 kg.; N-butyl hyoscine bromide, 10 kg.; choline succinate, 5 kg.; penthiobarbitol, 2 kg.; sodiumphenolsulfonate, 5 kg.; sodium anisate, 5 kg.; methyl nicotinate, 1 kg.; mycostatin hydrochloride, 5 kg.; terramycin hydrochloride, 5 kg.; NL-methionine, 5 kg.; Pharmacie Centrale de Tunisie, Avenue Charles Nicole, Tunis. WTD 3/14/63.

284 Soap, Detergents

LIBYA—Soap and detergents for household use, quotations CIF Benghazi in sterling as well as dollars if possible; prefers replies in Arabic, but English understood. Aghila Abdulrahman el-Werfelli (importing distributor), 89 Suk el-Gerid, Benghazi. WTD 2/16/63.

Soaps and detergents for household use; quotations CIF Benghazi in sterling as well as dollars if possible; replies preferred in Arabic but English understood. Milad Mohamed Elhashem (importing distributor), Sharia Bughula, Benghazi. WTD 2/16/63.

285 Paints, Varnishes, Lacquers, Enamels, and Allied Products

NORWAY—Anti-corrosion paints. Direct purchase and agency. Axo Kjemisk Fabrikk (importing distributor and manufacturer's agent), 14 Gladengveien, Oslo. WTD 1/22/63.

SYRIAN ARAB REPUBLIC—Paints and varnishes. Direct purchase and agency. Etablissement Mounir Hinedi & Victor Hovaguimian (importer- retailer- wholesaler- manufacturer- exporter), P.O. box 951, 89 a 93 Rue Bustan Gul-Ab, Aleppo. WTD 2/23/63.

287 Agricultural Chemicals

GERMANY—Fertilizers, complete mixtures, all compositions, including calcium ammonium nitrate (22% N). Exclusive distributorship for direct purchase or on-commission basis for West Germany. Lohmann & Co. (importer, exporter), 21 Contrescarpe or P.O. box 26, Bremen.

GREECE—Agricultural insecticides. Athanasios Moussios (manufacturer), 37 Egyptou St., Thessaloniki.

INDONESIA—Insecticides; SIVA permit. Direct purchase and agency. C. V. Timur Djaja (importer, exporter, plantation supplier), 129 Djl. Kalisain, Surabaya. WTD 2/11/63.

289 Chemical Products

INDONESIA—Carbon black. C. V. Adji (importer), Djl. Bongkaran 48/I (atas), Surabaya. WTD 2/13/63.

■ **KOREA**—Sulphur, dusting 99.5% min., 93/95% passing through 325 mesh; crude lump, 99.5% min.; silicon carbide; fused alumina oxide grain. $20,000. PA#489-901-356-3201. Quotation deadline April 27. Limited worldwide. Shin-Il Enterprise Co., Ltd., 50, Sokong-Dong Chung-Ku, Seoul. C&F or CIF Pusan, U.S. liner vessel. FOB price. FFO-SAI-3-183.

■ Sulphur, 98% up, refined or crushed, crude, 150 mt. PA#489-901-356-3201. Limited worldwide. Quotation deadline April 27. Rifa Industrial Co., Ltd., No. 9-5ka, Dangsandong, Yongdongpoku, Seous. C&F and/or CIF Pusan, U.S. flag vessel. FFO-SAI-3-180.

■ Soda ash, light or dense, 98% up granular, 744 mt. PA#489-901-356-3202. Limited worldwide. Quotation deadline April 27. Korea Tungsten Mining Co., Ltd., #10, 1-Ka, Myung-Dong, Chung-Ku, Seoul. C&F and CIF price, all U.S. flag vessel. FOB. S/A No. FFO-SAI-3-162.

■ Caustic soda, solid(98% up, 250 mt.; titanium dioxide, 15 mt.; anatase; soda ash, light min 98% Na 2003, 100 mt. Pa#489-901-356-3202. Limited worldwide. Quotation deadline April 27. Aekyung Fats & Oils Processing Co., Ltd., I.P.O. box 1402, Seoul. Cable: AEKYUNGOIL, Seoul. FFO-SAI-3-165.

■ Carbon black, conducting and furnace, 4,000 lbs., Phenol, 9,000 lbs. PA#489-901-3202. Limited worldwide. Quotation deadline April 27. Cho Kwang Pain Ind. Co., #444 Kaya-Dong, Pusanjin-Ku, Pusan. Cable: CAPSMA, Seoul. CIF Pusan, U.S. flag vessel. S/A No. FFO-SAI-3-146.

■ Carbon black, Cosmobil 66, about five mt.; titanium dioxide anatase 98% up, 20.6 mt. PA#489-901-356-3202. Limited worldwide. Quotation deadline April 27. Tae Haw Rubber Co., #109 Dangkam-Dong Pusanchin-Ku, Pusan. C&F or CIF Pusan. 100% U.S. flag vessel. S/A No. FFO-SAI-3-149.

■ Soda ash, dense or light, 98% up, min. Na2CO3, 166 mt. PA#489-901-356-3202. Limited worldwide. Quotation deadline April 27. Hankuk Glass Ind. Co., Ltd., #5 Namchang-Dong, Choong-ku, Seoul. C&F Inchon or Pusan. 100% U.S. flag vessel. S/A No. FFO-SAI-3-150.

■ Titanium dioxide, anatase, 98% up, about 35 mt. PA #489-901-356-3202. Limited worldwide. Quotation deadline April 27. Korea Bank Note Printing Co., 94, Buckchang-dong, Chung-ku, Seoul. C&F Pusan, U.S. flag, FOB price. Full description of commodities and services, excluding ocean transportation and marine insurance, sizes, etc. S/A No. FFO-SAI-3-151.

■ Caustic soda solid, NaOH 98% up, 120 mt.; soda ash 99% light or dense, 120 mt. PA #489-901-356-3202. Limited worldwide. Quotation deadline April 27. Dong Ah Oils & Fat Co., 953 Hawangsipri-Dong Sungdong-Ku, Seoul. Standard export packing CIF Pusan, all U.S. flag vessel. S/A No. FFO-SAI-3-152.

■ Caustic soda, solid 98% up, 127 mt. PA #489-901-356-3202. Limited worldwide. Quotation deadline April 27. Miwon Co., Ltd., 1063, Bumil-Dong, Pusanjin-ku, Pusan. C&F and/or CIF Pusan, U.S. flag. S/A No. FFO-SAI-3-153.

■ Polyethylene film blowing grade. TENITE 885 F or equivalent, 42,000 lbs. PA #489-901-356-3202. Limited worldwide. Quotation deadline April 27. Dok Kuk Vinyl Co., $5, 104-2Ka, Chvung Oa-Dong, Yongsan, Ku, Seoul. C&F or CIF Pusan, U.S. flag. S/A No. FFO-SAI-3-154.

■ Vinyl, polyethylene resins, etc., large quantities. PA #489-901-356-3202. Limited worldwide. Quotation deadline April 27. International Chemical Co., Ltd., 644 Bumil Dong. Pusan. Cable: INCHEMICO, Seoul. CIF or C&F Pusan, U.S. flag. S/A FFO-SAI-3-155.★

■ Caustic soda, soda ash, etc. large quantities. PA #489-901-356-3202. Limited worldwide. Quotation deadline April 27. Tong-A Dyeing & Weaving Co., Ltd., 10, 6-Ka, Moonre-Dong, Yongdungpo-Ku, Seoul. Cable: TONGABROCADE, Seoul. C&F or CIF Pusan, U.S. flag vessel. S/A No. FFO-SAI-3-157.★

■ Caustic soda, 90% up NaOH, solid, 160 mt.: soda ash, light or dense, 230 mt. PA #489-901-356-3202. Limited worldwide. Quotation deadline April 27. Cho Sun Soap Co., 57, 1-ka Manri-Dong, Suhdaemoon-Ku, Seoul. C&F/CIF Pusan, U.S. flag vessel. FFO-SAI-3-164.

■ Soda ash, light or dense; caustic soda, solid 98%, 150 mt. each. PA#489-901-356-3202. Limited worldwide. Quotation deadline April 27. Tai Chang Enterprise Co., No. 747, Chunpo-Dong, Pusanjin-ku, Pusan. C&F or CIF Pusan, U.S. flag vessel. FFO-SAI-3-167.

291 Petroleum Refining

GERMANY—Lubricating oils and greases for automobiles and industrial purposes; requests replies in German. Erich Ungermann (wholesaler), 55 Vohwinkelerstrasse, 56 Wuppertal-Vohwinkel. WTD 2/21/63.

■ **KOREA**—Paraffin wax, semi refined, 140-150/155 AMP, approx. 20 m.t.; paraffin wax, slack, white, 135-140 AMP or 130-136.5 AMP., approx. 30 m.t. Korean Explosives Co., Ltd., No. 23, 2nd St., Taipyungro, Choong-ku, Seoul. Cable: KOREANMITE, Seoul. C&F Inchon or Pusan port, ocean freight U.S. flag vessel only. PA No. 489-901-356-3202. S/A No. FFO-SAI-3-35. Limited worldwide (901). Deadline for submitting quotations, April 21.

■ Paraffin waxes, semi refined, 145/155° and/or 130/135°, 50 mt. PA No. 489-901-356-3201. Quotation deadline April 27. Limited worldwide. Ee Won Chemical Co., 866 Jachun-Dong-ku, Pusan. C&F or CIF Pusan. U.S. flag commercial liner vessels. FFO-SAI-3-186. Quotations shall be forwarded to: 17, 2-ka, Hoihynn-dong, Chung-Ku, Seoul.

■ Paraffin wax, 130/135°AMP semi-refined, 140/150°AMP or refined, 145/155°AMP semi-refined or refined, 30 mt. PA#489-901-356-3202. Limited worldwide. Quotation deadline April 27. Cho Sun Soap Co., 57, 1-ka Manri-Dong, Suhdaemoon-Ku, Seoul. C&F or CIF Pusan, U.S. flag vessel. FFO-SAI-3-166.

■ Paraffin wax, semi-refined 140/150, 32 mt. PA#489-901-356-3202. Limited worldwide (901). S/A No. FFO-SAI-3-34. Bid deadline for submitting quotations April 21. Chun Kwang Soap Co., 30, 2-ka Dai Chung Dong, Pusan. CIF or C&F Pusan, all U.S. flag ship.

■ Paraffin wax, semi-refined or refined AMP 140/155°. PA No. 489-901-356-3202. Limited worldwide (901). Quotation deadline April 29, S/A No. FFO-SAI-3-221. Taiwan Chemical Co., Ltd., 242, 5-ka Youngdungpo-dong, Youngdungpo-Ku, Seoul. C&F and/or CIF Pusan, U.S. liner vessel.

■ Paraffin wax, semi or fully refined, 145/155 or 140/150 AMP, 30 mt. PA No. 489-356-3202. Limited worldwide (901). Deadline for submitting quotations, not formal bids, April 24. Sam Heurg Mfg. Co., 140, 2 ka Anam-dong-Sungbook-ku, Seoul. Packed in export standard packing, CIF Pusan, U.S. Flag. S/A No. FFO-SAI-3-123.

299 Petroleum, Coal Products

SWEDEN—Hydraulic brake fluid (SAE 70 R 3). Black Arrow (exporter, wholesaler, manufacturer), Rasundavagen 60. WTD 1/17/63.

301 Tires and Inner Tubes

CHILE—Automobile tires. Direct purchase and agency. Selim Pualuan Talhouk (importer), 82 Matias Cousino, Office 1205, Casilla 13571, Santiago. WTD 2/15/63.

307 Plastics Products

FRANCE—Polyester hulls for the fabrication of small plastic pleasure and sport boats; correspondence preferred in English. Direct purchase and agency for the Toulouse region. Construction Nautiques de la Garonne (manufacturer, agent, distributor) 152 Route de Blagnac, Toulouse, Haute-Garonne. WTD 2/14/63.

ISRAEL—Plastic floor covering for indoor running tracks; requests prompt offers with samples and prices. "Magen" Liberman Zeev (importer, manufacturer) 92 Herzl St. or P.O. box 6107, Haifa. WTD 3/13/62.

319 Nonmetallic Mineral Products

■ **KOREA**—Diatomaceous earth, "hyflo super cel" grade, or equal, approx. 20 mt.; gypsum, white plaster for molding into chalk crayon, 30 m.t.; Sulphur, crude, crushed or refined, 200 mt., 99.5% min. PA No. 489-901-356-3202. Limited worldwide. Quotation deadline April 28. S/A No. FFO-SAI-3-208. Korea Yak-Nong Co., Ltd., 21 Sokong-Dong Chung-Ku, Seoul. Cable: YAKNONGCO, Seoul, C&F/CIF Pusan/Inchon 100% U.S. flag vessel.

322 Glass and Glassware, Pressed or Blown

IRAN—Lamp chimneys for kerosene and gasoline lanterns. Boyuk Zeroofchi (importer, wholesaler, retailer), Seraye Ghorjilar, Tabriz. WTD 4/23/62.

SOUTH AFRICA—Glassware. N. Bhoola & Sons (Pty.), Ltd. (importing distributor), P.O. box 171, Durban, Natal. WTD 2/14/63.

325 Structural Clay Products

■ **KOREA**—Fire brick; silica brick; high alumina brick. PA No. 489-356-3202. Limited worldwide (901). Deadline for submitting quotations, not formal bidding, April 24. Hankuk Glass Industry Co., Ltd., # 5 Namchang-Dong, Choong-Ku, Seoul. C&F Inchon or Pusan. Show FOB price, 100% U.S. liner vessel. S/A No. FFO-SAI-3-138.★

326 Electrical Industrial Equipment

● **KOREA**—Two submerged arc wheel tire welding machines, accessories, and the training of two Korean engineers; Invitation no. KFX-3022-S; bid deadline April 30. Office of Supply (OSROK), Government of Republic of Korea, Seoul.★ (Telephone WO 7-5652).

329 Abrasive, Asbestos Nonmetallic Mineral Products

● **CEYLON** — Asbestos cement sheets, 5000, 4 x 4 x 3/16 flat, 16,900 corrugated, various lengths, 43" wide, ¼" thick, 6" corrugations, conforming to BSS no. 690 of 1953. Bid deadline 9:30 a.m. June 4. Chairman, Tender Board, Ministry of Finance, P.O. box 500, Colombo. Copy of tender schedule available from Embassy of Ceylon, 2148 Wyoming Ave., Washington 8, D.C.

■ **KOREA**—Diatomaceous earth, "Hyflo Super Cel" grade, about 100 mt. PA No. 489-901-356-3202. Limited worldwide. Quotation deadline April 28. S/A No. FFO-SAI-3-207. Sam Yang Co., 108 1-ka Namdaimunro, Chungku, Seoul. CIF Pusan on U.S. flag vessel. Quotation must show FOB price.

■ Diatomaceous earth, approx. 50 mt. PA No. 489-901-356-3201. Limitedworldwide. Quotation deadline April 27. Miwon Co., Ltd., 1063, Bumil-Dong, Pusanjin-Ku, Pusan. C&F and/or CIF Pusan, U.S. flag. FFO-SAI-3-182.

331 Steel Mill Products

BRAZIL—Electrolytic and coke tinplate waste in various weights ranging from 75 to 195 lbs. Tetzlaff & Stanze, Ltda., (importer and commission merchant), Rua Senador Feijo 64 (Caixa Postal 2759), Sao Paulo, WTD 4/17/62.

■ **CHINA**—Electrolytic tinplate cobbles; electrolytic tinplate waste waste; packed in warehouse skids and same in original mill packing 16" x 24" and larger, 75/107 lb. b.w., 100,00 lbs. each. C&F Keelung. PA No. 484-660-000-253-3208. U.S. Source. Quotation deadline April 23. For procedure governing this procurement, contact the General Service Administration, Defense Materials Service, Washington 25, D.C.

■ Coke tinplate waste, bright, 1.25 lb. coating, unassorted to size and guage, original mill packing, 300,000 lbs. C&F Keelung. PA No. 484-600-000-253-3208. U.S. source. Quotation deadline April 24. Wu Fung Trading Co., 31 Hwa Ting St., Taipei, Taiwan. Cable: "0055" Taipei. For procedure governing this procurement, contact the General Services Administration, Defense Materials Service, Washington 25, D.C.

INDONESIA—Iron and steel building materials, such as galvanized iron sheets, black steel sheets, concrete reinforcing bars, I-beams, angle beams, rivets; SIVA permit. Direct purchase and agency. C.V. Timur Djaja (importer, exporter, plantation supplier) 129 Dji. Kaliasin, Surabaya. WTD 2/11/63.

■ **KOREA**—Ferro silicon, si. 75%, C. 0.3%, S. 0.5%, max., P.O. 5% max. PA. NO. 489-901-356-3202. Limited world-wide (901). Deadline for submitting quotations, not formal bids, April 24. Federation of Cooperation of Machinery Industry in Korea, #51-11, 1-Ka, Chung Omurom Seoul. C&F Pusan or Inchon, on U.S. flag liner vessels. S/A No. FFO-SAI-3-121.

■ Ferro manganese, approx. 250 mt.; ferro silicon, 50 mt. PA #489-901-356-3202. S/A #FFO - SAI - 3 - 225. Limited worldwide (901). Quotation deadline April 29. Inchon Steel Industrial Co., Ltd., 33, Mansuk-Dong, Inchon. Cable: 333, Seoul F.O.B. price and C&F Inchon or Pusan, U.S. liner vessel.

■ **PAKISTAN**—M. S. black strips and sheets hot rolled for manufacturing electrically welded conduit pipes, to analysis Man. .30%, to 50%, C. .08% to 1%, Sul. .04%, Phos. .15%. Loan No. 7. U.S. source. Bid deadline April 26. Hilal Industries, 282/3, Water Course Rd., Karachi. S/A No. RM 041382.★

■ Mild steel sheets, CRCA, pickled and oiled, commercial quality, soft, according to ASTM-A 366-58T, 8' x 3', BG 16, 18, 20. Loan no. 7. U.S. source. Bid deadline April 26. S/A No. RM 042061. Decent industries, Najmuddin St., Bldg. No. 119, Nanakwada, Karachi. Amount $12,888.

■ CRCA sheets and cuttings, 20 gauge, any sizes, 100 tons; ASTMA-A-366-58T; M.S. and G.I. wire and shorts, BWG 3 to 14, about 15 tons. Prices must be quoted per long ton, C&F, Karachi, freight charges separately. Loan no. 7. U.S. source. Pakistan Sheet Metal Works, Katchi Gali No. 3, Marriot Rd., Karachi. S/A No. RM 041386.

333 Primary Production of Aluminum

■ **KOREA** — Virgin aluminum ingots, 99.5% Min. Al., about 120 mt. PA No. 489-901-356-3201. Limited worldwide (901). Deadline for submitting quotations, not formal bidding, April 24. S/A No. FFO-SAI-3-112. Namsun Light Metal Industrial Co., No. 184, 3-Ka, Taipyung Ro, Taegu. CIF Pusan, 100% by U.S. flag vessel.

■ Zinc slabs, special high grades, approx. 280 mt. PA #489-901-356-3202. Limited worldwide. Quotation deadline April 27. Sangshin Industrial Co., Ltd., 99, Ta-Dong, Chung-Ku, Seoul. C&F or CIF Pusan or Inchon, U.S. flag vessel. Cable: SANGSHINCO, Seoul. FFO-SAI-3-168.

■ Zinc slabs, special high grade, not over 0.007% lead, 0.005% iron, 0.005% Cadium, no aluminum, 99.99% zinc. Value $10,000. PA #489-901-356-3202. Limited worldwide. Quotation deadline April 27. Midong Industrial Co., Ltd., P.O. box 157 Central, Seoul. CIF Inchon, U.S. flag vessel. FFO-SAI-3-169.

■ Electrolytic copper cathode or bar, 11 mt. Dae Sung Electric Work Co., 15, Miadong Sungbuk-Koo, Seoul, CIF and C&F U.S. flag vessel. PA #489-901-356-3201. FFO-SAI-3-170. Limited worldwide. Quotation deadline April 27.

■ Zinc ingot, 42 mt. PA #489-901-356-3201. Limited worldwide. Quotation deadline April 27. Chunjin & Co., Ltd., 16, 2-Ka, Myung-Dong, Chung-ku, Seoul. CIF Pusan and/or Inchon, U.S. flag vessel. FFO-SAI-3-171.

■ Aluminum ingots, virgin 99.5%, min., 40 mt. PA#489-901-356-3201. Limited worldwide. Quotation deadline April 27. Ehwa Aluminum Co., No. 53, Kum gok-dong, Inchon. C&F and/or CIF Pusan, Inchon, U.S. flag vessel. FFO-SAI-3-172.

■ Aluminum ingots, virgin 99.5%, min, 20 mt. PA#489-901-356-3201. Limited worldwide. Quotation deadline April 27. In Hyand Metal Co., No. 47 Song leem-dong, Inchon, C&F and/or CIF Pusan, Inchon, U.S. flag vessel. FFO-SAI-3-173.

■ Aluminum ingots, virgin, 99.5% min., approx. 50 mt. PA#489-901-356-3201. Limited worldwide. Quotation deadline April 27. International Metal Co., No. 25, Song leem-dong, Inchon. C&F and/or CIF Pusan, U.S. flag vessel. FFO-SAI-3-174.

■ Virgin aluminum ingots, 99.5% min., approx. 60 mt. PA#489-901-356-3201. Limited worldwide. Quotation deadline April 27. Tong Yang Metal Ind. Co., Ltd., #25-11, Songlim-Dong, Inchon. CIF FFO-SAI-3-175. Pusan or Inchon, 100% U.S. flag vessel.

■ Virgin aluminum ingots, 99.5% min., 60 mt. PA#489-901-356-3201. Limited worldwide. Quotation deadline April 27. Shin Jin Metal Rolling Mill Ind. Co., #68 Chang Yung-Dong, Inchon. CIF Pusan or Inchon, U.S. flag vessel. FFO-SAI-3-176.

■ Virgin aluminum ingots, 99.5% min., 20 mt., PA#489-901-356-3201. Limited worldwide. Quotation deadline April 27. Sam Woo Works, #137 Ih-Dong, Inchon. CIF Inchon, 100% U.S. flag vessel. FFO-SAI-3-177.

■ Virgin aluminum ingots, 99.5% min. Al. about 100 mt. PA No. 489-901-356-3201. Limited worldwide (901). Deadline for submitting quotations, not formal bidding, April 24. S.A No. FFO-SAI-3-113. Sunil Metal Industries Co., Ltd., No. 342, Chimsan-dong, Teagu. CIF Pusan, 100% by U.S. flag vessel.

■ Virgin aluminum ingot, 99.5% and/or 90%, approximately 30 mt. PA No. 489-901-356-3201. Limited worldwide (901). Deadline for submitting quotations, not formal bids, April 24. S/A No. FFO-SAI-3-114. Chungham Oh, Iri Aluminum Ind. Co., #21, 1-ka, Inwha-dong, Iri, Chunla-buk-do. C&F and/or CIF Pusan, U.S. flag liner vessel.

■ Virgin aluminum ingots, 99.5% min., approx. 12 mt. PA No. 489-901-356-3202. Limited world-wide (901). Deadline for submitting quotations, not formal bidding, April 24. S/A No. FFO-SAI-3-115. Sam Yang Ind. Co., #37, Kum Kok-Dong, Inchon. CIF Pusan, Inchon, 100% by U.S. flag vessel.

■ Electrolytic copper cathode or bar, 22 mt., PA No. 489-901-356-3202. Limited worldwide (901). Deadline for submitting quotations, not formal bidding, April 24. S/A No. FFO-SAI-3-116. Kwang Hwa Electric Works Co., Ltd., 9, 5-Ka, Namdae moonro, Chenung-Ku, Seoul. CIF and C&F Flag by U.S. vessel.

■ Zinc slabs, ingots .99% min., Zn., 260 mt. PA No. 489-901-356-3202. Limited worldwide (901). Deadline for submitting quotations, not formal bidding, April 24. S/A No. FFO-SAI-3-117. Keyang Mercantile Co., Ltd., 28, 1-Ka, Chungmu-Ku, Seoul. Cable: HAESUNGCO, Seoul.

■ Zinc slabs, electrolytic, special high grade, 99.99% min., Zn., containing not over 0.007% lead, 0.005% iron, 0.005% cadmium, no aluminum. PA No. 489-901-356-3202. Limited worldwide (901). Deadline for submitting quotations, not formal bidding, April 24. S/A No. FFO-SAI-3-118. Korea Steel Co., Ltd., 28, 2-Ka, Taipyung-Ro, Chung-Ku, Seoul. C&F or CIF, Pusan, U.S. flag liner vessel.

■ Zinc slabs, 98.99%, 220 m.t. PA No. 489-901-356-3202. Limited worldwide (901). Deadline for submitting quotations, not formal bidding, April 24. S/A No. FFO-SAI-3-119. Tairyung Trading Co., Ltd., I.P.O. box 1402, Seoul. Cable: TARUNCO, Seoul, C&F and/or FOB to Pusan by U.S. flag vessels.

■ Zinc slabs, 98.75% up Zn., 340 m.t. PA No. 489-901-356-3202. Limited worldwide (901). Deadline for submitting quotations, not formal bidding, April 24. S/A No. FFO-SAI-3-120. Samyang Tongsang Co. Ltd., 90, 2-ka, Taepyung-ro, Choong, Seoul. C&F and/or CIF Pusan on U.S. flag vessel 100%.

335 Rolling, Drawing, Extruding of Nonferrous Metals

IRAN—Plastic or rubber covered wire for use in wiring homes for 220 volt electricity. Boyuk Zeroofchi (importer, wholesaler, retailer), Seraye Ghorjilar, Tabriz. WTD 4/23/62.

■ **KOREA**—Virgin aluminum ingots, 99.5% min. al., about 20 mt. PA#489-901-356-3202. Limited worldwide (901). S/A No. FFO-SAI-3-197. Dai Yang Metal Industrial Co., No. 2, Yu-dong, Inchon. CIF Inchon, 100% U.S. flag vessel. Quotation deadline April 27.

■ Copper ore, concentrated, approx. 900 mt. PA#489-901-356-3201. Quotation deadline April 27. Limited worldwide. Tai Han Electric Wire Co., Ltd.. 133, 2-ka. Namdaimoon-ro, Chong-ku, Seoul. C&F or CIF Kunsan port. Shipment must be effected by privately-owned U.S. flag vessel. FFO-SAI-184.

■ Electrolytic copper wire bars, ASTM B5-43, weight, 200 lbs. per wirebar, about 185 mt. PA#489-901-356-3201. Limited worldwide. Quotation deadline April 27. Tai Han Electric Wire Co., Ltd., 133, 2-ka. Namdaimoon-ro, Chong-ku, Seoul. C&F or CIF Inchon or Pusan, U.S. flag vessel. FFO-SAI-3-178.

■ Electrolytic copper, wire bars and cathodes, 85 mt. PA#489-901-356-3201. Limited worldwide. Quotation deadline April 27. Kukje Electric Wire Industrial Co., Ltd., #6 2-Ka, Myong-Dong, Chung-Ku, Seoul. CIF Incheon, U.S. flag. FFO-SAI-3-179.

● Hard-drawn copper-covered steel telecommunication wire and sleeves; Tender no. KFX-3024-N, bid deadline May 1. Tender documents and specifications available from the Procurement Attache, Mr. Chung Soo Park, Korean Embassy, 2322 Massachusetts Ave., NW., Washington 8, D.C.★ (Telephone WOrth 7-2162)

NETHERLANDS—Nonferrous semi-finished rods, sheets, tubes and wires. Direct purchase and agency. Metaalmaatschappij W. van Houten & Zonen C.V. (importer, manufacturer's agent, exporter), 9 Bierstraat, Rotterdam-1 or P.O. box 513, Rotterdam.

PAKISTAN—Electrical wires, cables; requests replies from manufacturers only. Dalmia Cement, Ltd., (manufacturer, importer), P.O. Shantinagar, Karachi-12.

● **SUDAN**—Underground telephone cable (15,000 yds.). Tender/contract No. 138; bid deadline May 16. Tender documents and specifications available from The Sudan Government Purchasing Agent, Sudan Embassy, 3-5 Cleveland Row, St. James, London, S.W. 1, England. One copy of the specification is available for reference only in Copper Div., Rm. 4806, Department of Commerce, Washington 25, D. C. (Telephone WO 7-2162).

● **TRINIDAD**—Supply of 4,200 yds. 6.6 kv. 3-core underground cable; Tender no. 671, bid deadline May 27. Tender documents and specifications available from Trinidad and Tobago Electricity Commission, 63 Frederick St., Port of Spain.★ (Telephone WO 7-2162)

342 Cutlery, Hand Tools, General Hardware

AUSTRALIA—All types of marine hardware, average to expensive quality; requests replies from manufacturers only. William Kopsen Pty., Ltd., (general merchant, ship chandler), 380 Kent St., Sydney.

● **INDIA**—Chain, wrought iron, 315 metric tons, includes short link "special quality" to BSS 1696, stud link anchor to BSS 3005, electrically welded, mild steel, short link "special quality" to BSS 590. Tender no. 118/SCC/IDA, bid deadline May 3. Tenders must be accompanied by $210 earnest money. The Controller of Stores, Bombay Port Trust, Mazagon, Bombay No. 10.★ (WO 7-5589)

SOUTH AFRICA—Cutlery and houseware items. Direct purchase and agency. K. S. Mistri & Sons (Pty.), Ltd. (general wholesaler, importer, distributor), P.O. box 1150 or Mistri Mansion, 26 Cross St., Durban. WTD 3/8/63.

343 Heating Apparatus, Plumbing Fixtures

NETHERLANDS — Domestic natural gas heating equipment; literature and price lists requested. Direct purchase and agency. Kodam (formerly Sibbing & Huizinga), (manufacturer's agent), 19 Banstraat, Amsterdam.

344 Fabricated Structural Metal Products

CHILE—One mild steel vertical storage tank with approx. capacity for 1,000 tons of fuel oil, with fittings and manhole, all generally in accordance with A.P.I. standards; one mild steel vertical storage tank with approx. capacity for 250 tons of diesel oil, as above; two mild steel vertical storage tanks with approx. capacity 500 tons of fish oil (sp. gr. 0.95), as above; Requests replies within 15 days from suppliers who must be in position to make shipment within 60 days after receipt of order. Sr. Rodolfo Arbat G. Arbat, Guerra, Carcia Consulting Engineers (consulting and design engineer and construction), Phillips 40-4° Piso, Santiago. WTD 5/17/61.

349 Fabricated Metal Products

INDONESIA—Full range of plumbing materials: gas and water piping, faucets, and fittings; SIVA permit. Direct purchase and agency. C. V. Timur Djaja (importer, exporter, plantation supplier), 129 Djl. Kaliasin, Surabaya. WTD 2/11/63.

351 Engines, Turbines

AUSTRALIA — Marine engines, outboard engines; average to expensive price lines. William Kopsen Pty., Ltd. (general merchant and ship chandler), 380 Kent St., Sydney.

352 Farm Machinery and Equipment

GERMANY—Lawn sprinklers, lawn mowers and garden tools; correspondence preferred in German. August Beul, Armaturenfabrik u. Metallgiesserei (manufacturer), Postfach 149, 5952 Attendorn/Westf. WTD 2/21/63.

INDONESIA—Insecticide spraying equipment; also lawn mowers. SIVA permit. Direct purchase and agency. C. V. Timur Djaja (importer, exporter, plantation supplier) 129 Djl. Kaliasin, Surabaya. WTD 2/11/63.

353 Construction Machinery

CHILE—Conveyor belting, conveyors, filters, cyclones, bridge cranes, crushers, drying ovens; mobile cranes, soldering equipment, steam rollers, presses. Direct purchase and agency. Ward & Latham, Ltd., (construction engineers), Bandera 172, Santiago. WTD 12/13/62.

● **GREECE**—Two-1,000 gallon capacity bituminous distributors mounted on diesel-powered motor truck of not less than 16,000 lbs. pay load capacity. Bid deadline May 1, Ministry of National Defense, Military Service for Reconstruction Projects (SYREA), Athens.

■ **INDIA**—Crane weighers, for attachment to crane hooks for ascertaining weight of materials while loading or unloading or charging the foundry cupolas, capacity 10,000 and 5,000 kgs., distant reading dial. Loan no. 157. U.S. source. Bid deadline April 23. Ref. No. 4(296)/63-AID-II. Import license no. 989105/DLF-157/61. Binny's Engineering Works, Ltd., Meenabakkam, Madras 27, where additional information is available.

■ Rear-end dumper, complete, including approx. 3% restricted categories of spares. ACC/I-62-BH-C/DLE.914. Loan no. 157. U.S. source. bid deadline April 27. IL# 983271/DLF.157/61/HQ/CG III Ref. No. 4(323)/62-AID-II. The Associated Cement Cos., Ltd., 121 Queens Rd., Bombay. Cable: ACCPURCHEZ, Bombay.★

■ Diesel crawler tractor, 235 H. P.. 84" gauge, complete with crankcase guard, track roller guard, front pool hook, electric lights, ½ set street plates, cable control unit, bulldozer model. Loan no. 157. U.S. source. IL#99139?/DLF/HQ/61/CCI/CG.III. Ref. No. 41(101)/62-AID.II. Bid deadline April 28. Ashoka Cenemtn, Ltd., Dalmianagar, Bihar. Cable. SAHUJAIN, DALMIANAGAR.

● Thirty—10-13 cu. yd. struck capacity (15-20 tons) haulers, ISM file no. D/ENQ/642. bid deadline April 22; six—6-8 cu. yd. articulated or truck type rear-end dump

haulers, ISM file no. D/ENQ/644, bid deadline May 6; twenty-one—25-40 cu. yd. quarry type off-highway haulers, ISM file no. D/ENQ/645, bid deadline April 29; one—60 ton crane, carrier mounted, diesel, ISM file no. D/ENQ/646, bid deadline May 13. Tenders invited by Mr. T. K. Kalia, Superintending Engineer, Procurement Circle; P.O. Nangay Township, Dist.; Hoshiarpur, Puniab. Tender documents available from the India Supply Mission, 2536 Massachusetts Ave., NW., Washington 8, D.C.

NORWAY—Ore crushing and screening machinery; requests replies from manufacturers only. Direct purchase and agency. Sigurd Stave A/S (importing distributor and manufacturer's agent), 10 Kongensgate, Oslo. WTD 11/23/62.

● **PHILIPPINES**—Seven-motor, 170 metric-ton-capacity indoor electric overhead traveling crane, one, bid deadline April 25. National Power Corporation, 161 Bonifacio Dr., Port Area, Manila.★ (WO 7-5589.)

354 Metalworking Machinery

GUATEMALA—Wire-bending machines to manufacture nails in sizes ranging from ½-8 in. at production rate of 1,000 lbs. daily; requests replies in Spanish. Rene Lemus M., Almacen "El Quetzal" (merchant, manufacturer), Ave. Bolivar 20-53, Zona 1, Guatemala City. WTD 10/25/62.

INDONESIA — Metal and woodworking machine tools; SIVA permit. Direct purchase and agency. C. V. Timur Djaja, (importer, exporter, plantation supplier), 129 Djl. Kaliasin, Surabaya. WTD 2/11/63.

■ **ISRAEL**—Automatic grinding and polishing machine, complete with moulds, etc. Loan no. 183. U.S. source. Government of Israel Supply Mission, 850 Third Avenue, New York 22, N.Y. Attn: Mr. N. Nisen. Delivery desired by July. S/A No. 183/67. Bid deadline April 24. Tenders should refer to S/A No. and be prepared on basis of FAS U.S. port of exit. Prices itemized to show both trade and cash discounts. Suppliers may devise own forms for submitting tender, in duplicate, to buyer.★

■ Automatic rotative hydraulic driven grinding and polishing machine. Loan no. 183. U.S. source. Government of Israel Supply Mission, 850 Third Avenue, New York 22, N. Y., Attn: Mr. N. Nisen. Delivery desired by July. S/A No. 183/70. Bid deadline April 24. Tenders should refer to S/A no. and be prepared on basis of FAS U.S. port of exit. Prices itemized to show both trade and cash discounts. Suppliers may devise own forms for submitting tender, in duplicate, to buyer.★

PAKISTAN—Workshop equipment, such as cutting tools, gauges; requests replies from manufacturers only. Dalmia Cement Ltd., (manufacturer, importer), P.O. Shantinagar, Karachi 12.

SOUTH AFRICA—Cable manufacturing machinery; requests replies from manufacturers only with catalogs, descriptive literature for consideration prior to plant modernization. African Cables, Ltd., P.O. box 172, Vereeniging. WTD 12/20/62.

SWEDEN — Machine tools. Verktygs Agenturen AB (importer, retailer, wholesaler and sales agent), Kristallvagen 10, Hagersten. WTD 1/2/63.

355 Special Industry Machinery

AUSTRALIA — Machinery to re-equip factory manufacturing pickles, sauces and condiments. John Wiper, Ltd., (manufacturer), 50-60 Chapel St., Norwood. WTD 2/15/63.

BELGIUM—Machine to manufacture pamphlets; completely automatic stitching, cutting to size. NACA, Nieuw Antwerpse Constructie Ateliers, N.V. (importer, exporter, wholesaler), 18 Venusstraat, Antwerp. WTD 10/19/62.

FRANCE—Light and medium duty blow-molding and vacuum forming machine for manufacturer of illuminated advertising plastic signs and displays, plastic laboratory ware and apparatus; requests descriptive leaflets and competitive price quotations. Plastiques Delachartre (fabricator, wholesaler), 2 rue de Verdun, Bizanos, par Pau, Basses-Pyrenees. WTD 2/14/63.

GERMANY—Machines used in the manufacture of plastic articles, the processing of semi-finished plastic products, and the pretreatment of foil and other plastic articles. Exclusive distributorship for direct purchase on commission basis for West Germany. Overbeck & Co. (importer), 33 Breitenweg, or P.O. box 896, Bremen. WTD 2/21/63.

GREECE—Complete spinning plants as follows: complete worsted spinning plant for wool and synthetic fibre yarns, to absorb the production of 5,000 spindles on counts 36s to 40s; complete worsted spinning plant for wool and synthetic fibre yarns, to absorb the production of 3,000 spindles on count 30s; complete cotton spinning plant 20,000 spindle capacity, maximum count 70s; all plants to be equipped with preparatory machines, spinning machines, twisting machines, and auxiliary machines; prospective suppliers should provide technical specifications and descriptions. Myriotis Brothers (sales agent), 1 Streit St., Athens. WTD 5/10/61.

■ **INDIA**—Small crown blanking press; small crown cork assembling machine; machine for double colour marking and decorating on crowns. C.I.F. Madras. Loan no. 157. U.S. source. Import license no. 983453/DLF.157/61/HQ/CG.III. Reference no. 4(309)/62-AID.II. Bid deadline April 21. Cork Industries, P.O. 2631, Madras 32. Cable: STOPPERS!, Madras.★

■ 22-D-H-Resilient double roll glue spreader; rubber covered rolls; 2 drip proof plates. 2 sets. Loan no. 157. U.S. source. Bid deadline April 25. The General Manager, The Assam Railways & Trading Co., Ltd., P.O. Margherita, Assam.★

■ Injection moulding unit; extruders three; high frequency welding unit; hydraulic press; vacuum forming unit; roll mill; slush moulding equipment, two; mixing unit. Loan no. 157. IL#988946/DLF/61/HQ/CGIII. Ref. no. 4(284)/62-AID-II. Bid deadline April 25. The Ahmedabad Manufacturing & Calico Printing Co., Ltd., Calico Mills-Chemicals & Plastics Division, Anik-Chembur, Bombay 71.★

■ **ISRAEL**—Moss Gerdin, or equal, superconstellation model, lint cleaner, complete with fans, spare parts, etc. Loan no. 183. U.S. source. Government of Israel Supply Mission, 850 Third Avenue, New York 22, N. Y. Attn: Mr. N. Nisen. Delivery desired by July. S/A No. 183/65. Bid deadline April 24. Tenders should refer to S/A No. and be prepared on basis of FAS U.S. port of exit. Prices itemized to show both trade and cash discounts. Suppliers may devise own forms for submitting tender, in duplicate to buyer.★

PORTUGAL—Dehydrating machine to make fodder and flour from fresh sweet potatoes, capacity about one metric ton per hour; fresh sweet potatoes have 23% dry matter content; machine or small installation to produce fodder from fresh sweet potatoes, capacity about three metric tons per hour; requests replies in Portuguese, but English and French understood. Nicolau de Sousa Lima & Fos., Lda., (manufacturer, importer, wholesaler, retailer), Rua Joao Moreira, 5, Ponta Delgada, Sao Miguel, Azores. WTD 2/25/63.

SOUTH AFRICA—A good reconditioned automatic machine, preferably a small unit, to weave solid ladder type venetian blind tape; sample of venetian blind tape available on a loan basis from Trade Opportunities Staff, BDSA-111, Rm. 4319, Department of Commerce, Washington 25, D.C. (WO 7-4675). Amroh International (sales, indent agent), 812 Reinsurance House, Commissioner and Sauer Sts., Johannesburg. WTD 1/21/63.

● **THAILAND**—Plastic press, including high-speed screw extruder, injection moulding machine and necessary accessories, 220-volt 3-phase 50 cycle. Bid deadline April 23. The Treasury Department, Chakrapong Rd., Bangkok.★ (WO 7-5589).

356 General Industrial Equipment

■ **ISRAEL**—NH_3 compressors; gas generator. Loan no. 28. Sub-authorization no. HR 294. U.S. source. Bid deadline April 22. Litwin International, Inc., 520 E. Williams, Wichita, Kansas. Attn: Mr. Nathan Schofer. Tenders should refer to S/A number and be prepared on the basis of FAS U.S. port of exit. Delivery desired by July, with prices itemized to show both trade and cash discounts. Suppliers may devise own forms for submitting tenders, in duplicate, to buyer.★

■ Automatic oildynamic press, complete with motor, etc. Loan no. 183. U.S. source. Government of Israel Supply Mission, 850 Third Avenue, New York 22, N.Y. Attn: Mr. N. Nisen. Delivery desired by July. S/A No. 183/66. Bid deadline April 24. Tenders should refer to S/A No. and be prepared on basis of FAS U.S. port of exit. Prices itemized to show both trade and cash discounts. Suppliers may devise own forms for submitting tender, in duplicate, to buyer.★

■ Automatic press, vibrators, six, various moulds. Loan no. 183. U.S. source. Government of Israel Supply Mission, 850 Third Avenue, New York 22, N.Y., Attn: Mr. N. Nisen. Delivery desired by July. S/A No. 183/68. Bid deadline April 24. Tenders should refer to S/A number and be prepared on basis of FAS U.S. port of exit. Prices itemized to show both trade and cash discounts. Suppliers may devise own forms for submittng tender, in duplicate, to buyer.★

NETHERLANDS—Filters for the petrochemical, pharmaceutical, food, confectionery, dairy, paint industries; pumps for the petrochemical industry; literature and price lists requested. Direct purchase and agency. Kodam (formerly Sibbing & Huizinga) (manufacturer's agent), 19 Banstraat, Amsterdam.

■ **PAKISTAN**—High pressure centrifugal pump; twin prime dual pump. Amount $9,000. PA#391-700-898-256-2202. Limited worldwide (898). Quotation deadline April 24. Duncan Brothers (Pakistan) Ltd., Ispahani Bldg., Quaid-E-Azam Rd., P.O. 103, Chittagong. RM 038312.

PERU—Rotary furnace, 2.3 ton capacity, oil burning; sand mixers; moulding machine; air compressor, 350 cu. ft. Consorcio Metalurgico S.A. (foundry), Casilla 3528, Parque Ramon Castilla 230, Miraflores, Lima. WTD 10/22/62.

357 Office, Computing Machines

SPAIN—Coin-operated scales; requests replies in Spanish or French. Industrias Martinez (manufacturer, retailer), Ventura Rodriguez 20, Madrid. WTD 2/27/63.

358 Service Industry Machinery

■ **GREECE** — Refrigeration condensing units, 1/3-3 H.P., $30,000, FAS, N.Y.; $32,000 CIF Piraeus; Spare parts for refrigeration condensing units and compressors for all types and makes. Amount $10,000—

FAS New York; $12,000 CIF Piraeus. PA No. 240-700-898-221-2202. Limited worldwide (898). Deadline for quotations May 4. Electrorefrigeration S.A., 79 Iera Odos, Athens.

■ Air-cooled condensing units, semi-hermetic or open, 250 pcs., ¼, ⅓, ½, ¾, 1, 1½ & 2 HP, single phase 220 V or 3-phase 380 V. PA No. 240-700-898-221-2201. Limited worldwide (898). Deadline for quotations April 27. Ch. K. Apostolou 59 Thessalonikis Str., Moschaton, Athens.

■ **INDIA** — Large quantities refrigeration compressors, valves, connections, etc. Loan no. 217. U.S. source. IL#A-589408/61/AU-DW/CCI/HQ/RM/AIR COND. Reference no. 65(98)/62-AID-I. Bid deadline April 25. Blue Star Industries Private, Ltd., Lala Nigam Rd., Colaba, Bombay 5.★

■ Refrigeration compressors, valves, connections, etc. Loan no. 217. U.S. source. IL # A - 588330/61/AU - DW/CCI/HQ/RM/AIR COND. Ref. no. 65(98)/62-AID(I). Bid deadline April 25. Blue Star Industries Private, Ltd., Lala Nigam Rd., Colaba, Bombay 5.★

■ Refrigeration compressors, large quantities, various sizes. Loan no. 217. U.S. source. Import license no. A-589758/61/AU-DW/CCI/AD/CM/AIR COND. Reference No. 65(98)/62-AID(I). Bid deadline April 25. Blue Star Industries Private Ltd., Lala Nigam Rd., Colaba 5.★

LIBERIA—Room air conditioners; modern equipment, standard quality; technically qualified to repair and service equipment after sale. Universal Tashoian Brothers (importing distributor). Center St., P.O. box 608, Monrovia. WTD 8/22/62.

NORWAY—Garment presses, air and foot operated, for the dry cleaning industry. P. Wessel Schwabe (importing distributor and manufacturer's agent), 10b Tomtegaten, Oslo. WTD 12/4/62.

SPAIN—Refrigerated beverage dispensers, manual and coin operated; refrigeration machinery, large and small; refrigerated display cabinets; commercial dishwashers; milk shake blenders. Requests replies in Spanish. Antonio Castro E. Hijos (manufacturer-wholesaler), San Bernardo 112, Madrid. WTD 1/17/63.

SWEDEN—Marking equipment and other supplies for the laundry and dry-cleaning industry. Tag-O-Print, (importer, retailer, wholesaler and sales agent), Eskadervagen 20, P.O. box 22, Nasby Park. WTD 1/16/63.

VENEZUELA — Industrial laundry, air conditioning, and kitchen equipment. Direct purchase and agency. Contass Ingenieria (importer and sales agent), Oficina 3D, Residencia Dos Caminos, Avenida Sucre, Los Dos Caminos, Caracas. WTD 2/27/63.

361 Electric Tranmission, Distribution Equipment

GERMANY — Electrical switch gears or switch systems for control units and other industrial switch units; correspondence preferred in German. Direct purchase and agency. Dornhoefer GmbH (manufacturer), 22-28 Boppstrasse, Mainz.

PAKISTAN—Electrical goods, particularly switches; requests replies from manufacturers only. Dalmia Cement, Ltd., (manufacturer, importer), P.O. Shantinagar, Karachi-12.

362 Electrical Industrial Apparatus

● **INDIA**—Supply of three generator sets diesel engine conforming to B.S.S. 649/1958, 65 KVA maximum rating, 50 cycle, 440 V, 1500 R.P.M., tender no. SE-575/Ret, bid deadline April 26. Specifications may be obtained from the India Supply Mission, 2536 Massachusetts Ave., N.W., Washington 8, D.C., free of cost, purchase restricted to U.S. origin, Ex-Im Bank financing. One set of specifications is available for review only in Room 4124, Power and Electrical Equipment Division BDSA, Department of Commerce, Washington 25, D.C. (WOrth 7-4242).

INDONESIA—Full range of electric generating machines, powered either by diesel or gasoline fuel; SIVA permit. Direct purchase and agency. C. V. Timur Djaja (importer, exporter, plantation supplier) 129 Djl. Kaliasin, Surabaya. WTD 2/11/63.

ITALY—Electric generators. Flli. Quinci & F. Azzaro (wholesaler, importer, manufacturer and fishing shipowner), Piazza Regina 24, Mazara del Vallo (Trapani).

■ **KOREA**—Carbon electrodes, 1.1" x 7" x 40½", oil impregnated for electrolytic work, approx. 30,000 lbs. PA No. 489-356-3202. Limited worldwide (901). Deadline for submitting quotations, not formal bidding, April 24. Dai Han Electro-Chemical Co., Ltd., No. 51 Kochok-Ri, Sosa-Ri, Sosa-Up, Buchon-Gun, Kyunggi-Do. CIF inchon on U.S. flag vessel. S/A No. FFO-SAI-3-137.

363 Household Appliances

GERMANY—Electronically-controlled button-sewing and label-fastening machines for use in the textile industry, department stores, other large retail outlets. Exclusive distributorship for direct purchase or on-commission basis for West Germany and other West European countries. Hewanco J. M. Hein K. G. (importer, exporter, wholesaler, manufacturer), 76/77 Am Dobben, Bremen. WTD 2/25/63.

LIBERIA—Household refrigerators; modern equipment, standard quality; technically qualified to repair and service equipment after sale. Universal Tashoian Brothers (importing distributor) Center St., P.O. box 608, Monrovia, WTD 2/22/62.

SOUTH AFRICA—Pressure stoves. Direct purchase and agency. K. S. Mistri & Sons (Pty.), Ltd., (general wholesaler, importer, distributor), P.O. box 1150 or Mistri Mansion, 26, Cross St., Durban. WTD 3/8/63.

364 Electric Lighting, Wiring Equipment

BARBADOS—One fluorescent panel sign advertising its business, approx. 20 x 40 ft; full details on the form and exact construction available upon request; wishes firm C.I.F. price quotation. Roberts Manufacturing Co., Ltd., Government Hill, St. Michael. WTD 12/31/62.

● **PAKISTAN**—Supply of 1,060 roadway sodium lighting fittings; 2,120 sodium vapor lamps—85,140 and 200 watts and; 1,185 light poles. Tender no. S-11/225/63, bid deadline April 22. The Director of Supply Government of East Pakistan EPIDC House, Motijheel Dacca. Copy of specifications for review only available in Room 4124, Power and Electrical Equipment Division, BDSA, Department of Commerce, Washington 25, D.C. (Telephone: WOrth 7-4242).

SOUTH AFRICA—Lanterns, lamp chimneys and flashlights. Direct purchase and agency. K. S. Mistri & Sons (Pty.), Ltd. (general wholesaler, importer, distributor), P.O. box 1150 or Mistri Mansion, 26, Cross St., Durban. WTD 3/8/63.

365 Radio, Television Sets

GERMANY—Hi-fi radio equipment, including amplifiers and loudspeakers, hi-fi record players, and low-priced record players. Exclusive distributorship for direct purchase for Germany, C. Melchers & Co., (importer, exporter, wholesaler), 39/40 Schlachte or P.O. box 29, Bremen. WTD 1/23/63.

366 Communications Equipment

● **AUSTRALIA**—Supply of carrier terminal equipment to provide telephone circuits over high tension transmission lines. Tender no. 62-63/282, bid deadline April 29. State Electricity Commission of Victoria, 22-32 William St., Melbourne, C. 1., Victoria.★ (WO 7-4823).

● **IRAN**—Supply of 12 terminal bays and 12 repeaters with associated equipment for 12-channel telephone carrier systems. Tender no. 1583/ST, bid deadline May 25. Ministry of Posts, Telephone and Telegraph, Purchasing Department, Avenue Kushk, Teheran Club, Teheran.

ITALY—Closed circuit television equipment. Angelo Randazzo, S.P.A. (wholesaler, importer), Via Ruggero Settimo 53, Palermo.

● **KOREA**—Supply of spare parts for Strowger step-by-step telephone switching equipment, six diesel engine generators of various outputs, 7 M-28 KSR teletypewriters with Korean characters, star-quadded carrier telephone cables, and associated equipment. Tender no. KFX-3025-S, bid deadline May 8. Estimated cost, $158,481. Supply Office, Government of the Republic of Korea, Seoul.★ (WO 7-4823).

● **PAKISTAN**—Supply and installation of private automatic branch exchange complete with 20 telephones. Tender no. S-10/844, bid deadline April 29. Director of Supply, Government of East Pakistan, P.I.D.C. House, Motijheil, Dacca.★ (WO 7-4823.)

367 Electronic Components, Accessories

FRANCE—Electronic component parts and accessories for the manufacture of auditory rehabilitation instruments. Direct purchase and agency. Institute de l' Audition (retailer), 19 Place Saint-Georges, Toulouse, Haute-Garone. WTD 2/26/63.

JAPAN—Radio tubes and transistors for radio and tv receiving sets and radio and tv broadcasting stations; C.G.S. specification; particularly low-priced tubes; will consider assembled in part from components. Direct purchase and agency. Shinko Musen Co., Ltd., (wholesaler, retailer), 59 Nihonbashi-suji 4-chome, Naniwa Ku, Osaka. WTD 2/11/63.

371 Motor Vehicles, Equipment

AUSTRALIA—Musical automobile horns (three-note types, six and 12 volts); minimum order 100; requests replies from the manufacturers only. John Wells, Importer (private importer), 184 Brook St., Coogee, N.S.W.

CHILE—Garage and service station machinery and equipment, tire recapping machinery and equipment, automobile spare parts and accessories. Direct purchase and agency. Selium Pualuan Talhouk (importer), 82 Matias Cousino, Office 1205, Casilla 13571, Santiago. WTD 2/15/63.

GERMANY—Lifting devices, garage jacks, automobile lift jacks, tool carts and other kinds of equipment for automobile repair shops. Emil Weber, (manufacturer, exporter), 18 Seebergstrasse 7129 Gueglingen/Wuerttemberg. WTD 2/25/63.

■ **INDIA**—Ford, Dodge and Chevrolet truck parts. Loan no. 217. U.S. source. Bid deadline April 21. Addison & Co., Ltd., 158 Mount Rd., Madras 2. Cable: "Addisonco" Madras. Import license no. 268725. Ref. No. 60(344)/62-AID(1).★

■ Black hawk jack, or equal; battery cell testers; fuel pump testers; spark plug testers. Loan no. 217. U.S. source. IL#089759. Ref. no. 64(19)/62-AID(1). Bid deadline

April 27. Blackwood Hodge (India) Private, Ltd., 139 Beliaghata Rd., Calcutta 15. ★

372 Aircraft, Parts

● **CEYLON**—Aircraft (1), 30 passenger capacity, minimum range 2,000 miles, DC-4 or similar type, with Federal Aviation Agency certification. Price information should include cost estimates of spares for two years, cost of training crew and ground personnel; also submit information on operating costs. Commander, Royal Ceylon Air Force, Colombo. ★ (WO 7-3791)

● **SOUTH AFRICA**—Detuner (one) for jet engine test cell, complete and ready for installation excluding ground supports, connection to existing augmenter tube and exhaust blast deflector. To be used with large turbo jet engines, with and without reheat to 25,000 lbs. thrust level. Detuner body capable extensions increase detuning without scrapping any major components. Tenderers supply full details equipment, including dimensioned drawings and guaranteed performance figures. Tender No. F.9659, bid deadline May 17. Chief Stores Superintendent's Office, South African Railways, P.O. box 8617, Johannesburg, where bids are to be sent directly. Tender documents available same office. ★ (WO 7-3791.)

380 Professional, Scientific Instruments

TAIWAN—Instruments and apparatus for the following uses: medical, laboratory, measuring, testing, surveying, scientific, chemical, pharmaceutical, bacteriological, mining, metalurgical, optical, meteorological, navigational. Si Fo Trading Co., Ltd., (exporter, importer), P.O. box 502, Taipei. WTD 7/9/62.

381 Engineering, Laboratory Instruments

PAKISTAN—Laboratory apparatus. Dalmia Cement, Ltd., (manufacturer, importer), P.O. Shantinagar, Karachi-12.

PERU—Complete laboratory for sand and chemical analysis. Consorcio Metalurgico S.A. (foundry), Casilla 3528, Parque Ramon Castilla 230, Miraflores, Lima. WTD 10/22/62.

382 Instruments for Measuring, Controlling, Indicating Physical Characteristics

NETHERLANDS—Regulating devices for domestic natural gas heating equipment; literature and price lists requested. Direct purchase and agency. Kodam, (formerly: Sibbling & Huizinga), (manufacturer's agent), 19 Banstraat, Amsterdam.

PAKISTAN—Workshop equipment such as pyrometers, thermometers. Dalmia Cement, Ltd., (manufacturer, importer), P.O. Shantinagar, Karachi 12.

384 Surgical, Medical Supplies

● **CEYLON**—Supply of surgical dressings including lint absorbent B.P.C. quality, 130,000 lbs.; lint absorbent hospital quality, 130,000 lbs.; sanitary towels, 10,000 gross. Bid deadline May 14. Ministry of Health, P.O. box 500, Colombo.★ (Telephone. WOrth 7-2939)

GERMANY—Dental supplies and laboratory tools, instruments, apparatus, drills; teeth. Wilhelm Bulk, Zahn-Haus (wholesaler), 36 Herforderstrasse, 48 Bielefeld. WTD 2/20/63.

ITALY—X-ray accessories and supplies, including film processing equipment, dark room lamps, film storage equipment, X-ray protection clothing: aprons, gloves; film dryers. Angelo Randazzo (wholesaler and importer), Via Ruggero Settimo 53, Palermo.

NORWAY—Self-adhesive tapes. Direct purchase and agency. Dymo Norsk A/S (importing distributor), 20 Ringeriksveien, Sandvika (Oslo). WTD 10/17/62.

● **SUDAN**—Supply of drugs, dressings, medical and surgical sundries. Estimated value LS 750,000 ($2.2 million). Bid deadline May 11. Ministry of Health, Republic of the Sudan. Tender conditions and specifications available on payment of five pounds Sudanese from Division of Medical Supplies, Ministry of Health, Light Industrial Area, Khartoum South.

386 Photographic Equipment

SINGAPORE—Copying machines, especially dry process copying machines, heat sensitive copy paper. Sheng Siong Co. (importer, exporter, wholesaler), 128 Cross St., P.O. box 1472, Singapore 1. WTD 9/27/62.

ITALY—Iodium-vapor lamps for motion pictures to be utilized on a 24-volt battery. Angelo Randazzo, S.p.A., (wholesaler and importer), Via Ruggero Settimo 53, Palermo.

SWEDEN—Motion picture equipment and film processing machines for motion picture and TV studios. Dag Skaar AB (importer, wholesaler and sales agent), Ostermalmsgatan 50, Stockholm O. WTD 12/12/62.

394 Toys, Sporting Goods

GERMANY—All sorts of toys, sporting and camping articles. Direct purchase and agency. Franz A. Dieler KG (wholesaler, importer, exporter, sales agent), 18 Buergerstrasse, Frankfurt/Main.

395 Pens, Pencils, Other Office Materials

SOUTH AFRICA—Pens, pencils, rules, school supplies. N. Bhoola & Sons (Pty.), Ltd., (importing distributor), P.O. box 171, Durban, Natal. WTD 2/14/63.

396 Costume Jewelry, Novelties, Notions

NETHERLANDS—All kinds of slide fasteners. N.V. Amatex (manufacturer), 20 Industrieweg, Maassluis. WTD 6/12/62.

399 Manufacturing Industries

NORWAY—Giftwares. C. Frogner A/S (importing wholesaler), 5 Storgaten, Oslo. WTD 2/14/61.

509 Scrap, Waste Materials

■ **KOREA**—Iron and steel scrap, quality in accordance with ISIS Spec. No. 1 and 2 heavy melting, 2000 m.t. U.S. origin. PA No. 489-901-356-3202. Limited worldwide (901). Deadline for submitting quotations, not formal bids, April 24. Korea Shipbuilding & Engineering Corp., 29, 5-Ka, Bongnae-dong Youngdo-ku, Pusan. Cable: SHIPYARD Seoul or Pusan. CIF Pusan. S/A No. FFO-SAI-3-122.

■ Iron and steel scrap, no. one, heavy melting, scrap ¼ in. and over. Pieces not over 60x24 in., 250 mt. PA#489-901-356-3202. Limited worldwide. Quotation deadline April 28. SA#FFO-SAI-3-209. Tong Shin Electrical Products Co., Ltd., no. 601, Shinungdong. Yongdongpo-Ku, Seoul. Cable: EUNSUNG, Seoul. Quotation FOB price and C&F, CIF price, all U.S. flag vessel. Applicable procedures available through GSA, Defense Materials Service, Washington 25, D.C.

■ Heavy melting steel scrap no. one grade, about 2250 mt. PA#489-901-356-3202. Limited worldwide. Quotation deadline April 28. SA#FFO-SAI-3-210. Pusan Steel Co., Ltd., 126, Nakim-Dong, Donglai-Ku, Pusan. C&F, U.S. flag vessel. Applicable procedures available from GSA, Defense Materials Service, Washington, 25, D.C.

International Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

019 Commercial Farms

GERMANY—Seeds, farm and garden. Exclusive agency for Germany. Wilhelm D. Stoll (importer, wholesaler), 137 Schwachhauser Ring, Bremen. WTD 5/10/61.

200 Food, Related Products

CHILE—Wheat and feed grains, wheat flour, corn, rice. Dominguez y Parr (sales agent for industrial, agricultural machinery, equipment), 206 Bandera, Office 607, Santiago. WTD 2/11/63.

GERMANY — Canned meat products, canned and powdered soup, canned and dried fruit, canned vegetables, pulses (peas, beans, lentils) either in wholesale or retail packs, parboiled rice, cornflakes in retail packs. Exclusive agency for Germany. Wilhelm D. Stoll (importer, wholesaler), 137 Schwachhauser Ring, Bremen. WTD 5/10/61.

MALAYA—Canned and bottled foods; confectionery products, especially chocolates. Exclusive agency. M. S. Ally & Co. (Penang), Ltd., (importer, exporter, wholesaler, retailer, sales agent), 4 Beach St., Penang. WTD 2/28/63.

SWEDEN—Canned food of all kinds; requests replies from manufacturers only. AB Hirschs Kemikalieimport (importer, exporter, wholesaler, sales agent), Tegnergatan 1, Stockholm. WTD 12/18/62.

201 Meat Products

GREECE—Frozen meat. Marc C. Pervanidis (sales agent), P.O. Box 201, Athens. WTD 2/14/63.

203 Canning, Preserving Foods

GREECE—Foods for diabetics. Marc C. Pervanidis (sales agent), P.O. Box 201, Athens. WTD 2/14/63.

NETHERLANDS—Canned peaches, fruit cocktail, pears and pineapple; requests replies from canners only. N. V. Handelsvennootschap v/h Gloe & Co., (importer, exporter, wholesaler, transit dealer) 378 Mathenesserlaan, Rotterdam-6; or P.O. box 370, Rotterdam. WTD 7/13/62.

All kinds of canned fruits; requests re-

plies from canners only. Agency for the Netherlands. Hivema N.V., (importer, exporter, wholesaler), 93-95 Aelbrechtskade, Rotterdam-6.

208 Beverages

GREECE—Coffee. Henry S. Mallah (commission agent), 26 Venizelou St., Thessaloniki.

220 Textile Mill Products

NEW ZEALAND—Textile piece goods; dress materials; furnishing fabrics. Brendan E. Carmody (manufacturers' agent), P.O. box 5649, or Airedale House, Airedale St., Auckland, C.I. WTD 7/11/62.

SOUTH AFRICA—Woven and printed piece goods: cottons, rayons, woolens and blends; polyester fibers; for the manufacture of womens' outerwear including sportswear, underwear and foundation garments, night wear; children's outerwear and sleep wear; men's and boys' shirts; requests replies from manufacturers only or their sole export house.

Tie fabrics, particularly washable polyester fiber material; requests replies from manufacturers only or their sole export house.

J. Bock & Son (Pty.), Ltd., (manufacturers' agent), 502 Federal Bldg., Tulbagh Square, Foreshore, Cape Town. WTD 11/17/61.

221 Broad Woven Fabric, Cotton

NEW ZEALAND—Ducks, canvases. Exclusive agency for New Zealand. Johnson & Archer, Ltd., (manufacturer's representative), P.O. box 5024 or Forrester's Bldg., 139 Albert St., Auckland. WTD 10/3/62.

228 Yarn, Thread Mills

GREECE—Materials for textile industry. Henry S. Mallah (commission agent), 26 Venizelou St., Thessaloniki.

229 Textile Goods

SOUTH AFRICA—Laces, rochelle and others for the lingerie trade; requests replies from manufacturers or their sole export house. Exclusive agency for South Africa. J. Bock & Son (Pty.), Ltd., (manufacturers' agent), 502 Federal Bldg., Tulbagh Square, Foreshore, Cape Town. WTD 11/17/61.

230 Apparel

CANADA—Ladies' swimwear made of manmade stretch yarn and similar newly developed yarns for distribution across Canada. Canatraco, Ltd. (importer and distributor), 1466 Crescent St., Montreal 25, Quebec. WTD 2/19/63.

CONGO—Raincoats; requests replies from manufacturers only. GITA (general agencies) B.P. 1418, Leopoldville. WTD 10/10/61.

270 Printing, Publishing

PORTUGAL—Scientific, technical, art, and architectural books and magazines. Livrel-Livros e Representacoes, Lds. (importer, wholesaler, subscription agent), Praca da Alegria 58-4°, Sala H., Lisbon 2. WTD 2/18/63.

282 Plastics Materials, Synthetic Resins, Rubber, Other Manmade Fibers

GREECE—Materials for synthetic yarn industry. Henry S. Mallah (commission agent), 26 Venizelou St., Thessaloniki.

283 Drugs

IRAQ—Pharmaceuticals; requests replies from manufacturers only with price lists, catalogs and samples. Exclusive agency. Khullani Drug Store (wholesaler), Semiramis Hotel Square, Rashid St., Baghdad. WTD 9/29/61 on parent firm, Al-Fallah Co., W.L.L.

MALAYA—Patent medicines. Exclusive agency. M. S. Ally & Co. (Penang), Ltd., (importer, exporter, wholesaler, retailer, sales agent), 4 Beach St., Penang. WTD 2/28/63.

284 Soap, Detergents, Cleaning Preparations, Cosmetics

CONGO—Shoe polish; requests replies from manufacturers only. GITA (general agencies), B.P. 1418, Leopoldville. WTD 10/10/61.

MALAYA—Cosmetics and toiletries. Exclusive agency. M. S. Ally & Co. (Penang), Ltd., (importer, exporter, wholesaler, sales agent), 4 Beach St., Penang. WTD 2/28/63.

285 Paints, Varnishes, Lacquers, Enamels, Allied Products

SOUTH AFRICA—Pigments. United African Indent & Shipping Co. (Pty.), Ltd. (manufacturers' representative), P.O. Box 1453, Johannesburg. WTD 2/14/63.

322 Glass, Glassware

NEW ZEALAND—Heat resistant oven glassware. Exclusive agency for New Zealand. Amalgamated Dairies, Ltd., (importer), P.O. box 865 or Tasman Bldg., Anzac Ave., Auckland. WTD 6/20/62.

329 Abrasive Asbestos, Nonmetallic Mineral Products

CHILE—Mineral asphalt and natural asphalt. Dominguez y Parr (sales agent for industrial and agricultural machinery and equipment), 206 Bandera, Office 607, Santiago. WTD 2/11/63.

331 Steel Mill Products

PHILIPPINES—Track bolts with USS square nuts ¾" x 4" ASCE for 65 lb. rail; ¾" x 4¼" for 75 lb. rail; requests samples. Fedco Import & Export, Inc., (sales agent), 655-659 Echague or P.O. box 260, Manila. WTD 5/31/60.

342 Cutlery, Hand Tools, General Hardware

CONGO—Razor blades, safety razors; requests replies from manufacturers only. GITA (general agencies), B.P. 1418, Leopoldville. WTD 10/10/61.

352 Farm Machinery

NETHERLANDS—Agricultural machines and accessories. Kongskilde Maskinfabrik A/S (manufacturer's agent), 600 Rijsbergsweg, Breda.

354 Metalworking Machinery

SWEDEN—Small drilling machine for hobby articles. Berg och Nycander (importer and sales agent), Triewaldsgrand 1, Stockholm C. WTD 1/2/63.

355 Special Industry Machinery

FRANCE—Machinery for graphic arts, small printing shops; requests replies from manufacturers in French and German.. Vari-Print (importing agent and distributor), 22 Avenue des Vosges, Strasbourg (Bas-Rhin). WTD 1/30/63.

357 Office Machines

FRANCE—Office duplicating machines; requests replies from manufacturers only in French and German. Vari-Print (importing agent and distributor), 22, Avenue des Vosges, Strasbourg (Bas-Rhin). WTD 1/30/63.

358 Service Industry Machines

VENEZUELA—Refrigeration equipment. C. A. Bombieri & Co. (importing distributor, manufacturer's agent and repair shop), Avda. Los Medanos No. 7, Coro, Estado Falcon. WTD 1/30/63.

363 Household Appliances

BELGIUM—Household apparatus: washing machines, dishwashers, grills, mixers, others. Centrale Rem (importer, agent), 143, rue Belliard, Brussels. WTD 2/18/63.

HONG KONG—Domestic gas appliances such as cookers and water heaters. Hong Kong L. P. Gas Co., Ltd., (distributor), 15-C, Wong Chuk St., G/F, Kowloon, 20 Connaught Rd., West, Hong Kong. WTD 3/8/63.

371 Motor Vehicles Accessories

AUSTRALIA—Trailer axles, fittings for trucks, vans and buses. M.B.B. Pty., Ltd. (manufacturer), 269-271 Scarborough Beach Rd., Mt. Hawthorn.

PHILIPPINES—Automotive spare parts, complete line. Michrom Enterprises (indentor, importer, wholesaler), 434 Rosario St., Manila. WTD 2/4/63.

SPAIN—Electrical parts and accessories for automobiles such as spark plugs, condensers, distributors, electric fuel pumps, battery connections; correspondence preferred in Spanish. Trinitario Marquez Valdes (wholesaler-retailer), Santisisima Trinidad 7 Dpdo. 6° No. 1, Madrid 10.

VENEZUELA—Auto spare parts and auto electric equipment. C. A. Bombieri and Co. (importing distributor, manufacturer's agent, repair shop), Avda. Los Medanos No. 7, Coro, Estado Falcon. WTD 1/30/63.

381 Engineering, Laboratory Instruments

ITALY—Compressors, refrigerators for chemical laboratories. Giacomo Aroni (agent), 23, Via Sesia, Turin. WTD 2/21/63.

382 Instruments for Controlling Physical Characteristics

ARGENTINA—Electronic control instruments. Casucci & Cia. (manufacturer of transformers, electronic control and measurement instruments), Pueyrredón 225, 62 Piso, Buenos Aires. WTD 11/19/62.

384 Surgical, Medical Instruments

TURKEY—Medical, hospital and surgical equipment and apparatus. Suren (import-export; travel agency), 127, Buyuk Kardicali Han, Izmir.

386 Photographic Equipment

FRANCE—All types of reproduction machines; requests replies from manufacturers only in French and German. Vari-Print (importing agent, distributor), 22, Avenue des Vosges, Strasbourg, (Bas-Rhin). WTD 1/30/63.

394 Toys, Sporting Goods

NORWAY—Fishing tackle, particularly inexpensive glass fiber rods, and lures. Wandem & Co. (manufacturer's agent), 44 Skippergaten, Oslo. WTD 1/8/63.

399 Manufacturing Industrial Products

SWEDEN—Beauty parlor equipment; requests replies from manufacturers only. AB Hirschs Kemikalieimport (importer, exporter, wholesaler and sales agent), Tegnergatan 1, Stockholm. WTD 12/18/62.

Leads for Importers

Commodities are offered direct unless specified.

242 Sawmill, Planing Mill Products

FRANCE—French sawn lumber (maritime pine, oak, beech, poplar tree); railway ties (maritime pine, oak, or beech). Also wood products of various types. Direct or through agents. Bois Service Intercontinents, S.A., 5 Rue Blanc-Dutrouilh, Bordeaux, Gironde. WTD 4/2/63.

285 Paint, Varnishes, Lacquers, Enamels

SWEDEN—"Farm" sealing paint and paste for motor, sail and row boats. AB Dickson & Stromberg, Drakensgrand 2 (P.O. Box 15021) Stockholm 15. WTD 2/19/63.

306 Fabricated Rubber Products

SWEDEN—Rubber coatings for the flour mill industry. Skelleftea Gummifabriks AB, Ersmark. WTD 2/12/63.

331 Steel Mill Products

SWEDEN—Steel and alloys. A. Karlson Metall-och Maskin AB, Riddargatan 12 (Box 7005), Stockholm 7. WTD 2/20/63.

336 Household Appliances

GERMANY—Electrical clocks, electric bells, electric door openers, and other electrical articles. Direct or through agent. J. G. Mehne GmbH, 722 Schwenningen a. Neckar, P.O. Box 110 or Oberdorfstrasse 35. WTD 12/4/62. For brochures write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

346 Metal Stampings

GERMANY—Tower cookers, diet economy frying pans and universal heating appliances. Heinz Middelhoff Jr., 24 Am Drostenstuck, 5880 Ludenscheid. WTD 3/6/63. For brochures write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

353 Construction Equipment

SWEDEN—Water well percussion drilling equipment (casing shoes, swivels, bit gauges, dart valve bailers, drive heads, cable cutters, wire line savers). Rorprodukter i Goteborg AB Byfogdegatan 15, Goteborg. WTD 3/19/63.

354 Metalworking Machinery and Equipment

ENGLAND—Assembly jigs, jigs and fixtures, mould tools, forging dies, press tools, jig boring, kellering, test rigs and test equipment, ground equipment for aircraft, special purpose machines, wth special reference to American aircraft companies. Alan Bradley Engineering Co. (Gosport), Ltd., Cambridge Works, St. Thomas's St., Portsmouth, Hants. WTD 3/19/63. For technical brochure and plant list write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

GERMANY—Machine tools and large tools such as automatic rotary injecting molding machines, metal pressure castings dies, injection molds, power hacksaws, finishing lathes, surface treatment machines, stamping tools, drawing dies, drawing and spotting presses. Walther Nothelfer KG., 42 Franz-Stapf-Strasse, 793 Ravensburg/Wuertt. Direct or through agent. For catalog write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

SWEDEN—Machine tools. A. Karlson Metall- och Maskin AB, Riddargatan 12 (Box 7005), Stockholm. WTD 2/20/63.

355 Special Industry Machinery

FRANCE—Special carding-machines, patented and sold under trade name of "Cardoflex", light-weight (6 lbs. each), driven by electric motor (1/5 hp., 110-220 volts, 7500 r.p.m.), reportedly individual flexible instruments suitable for delicate carding, leather-stoning and finishing operations by manufacturers specializing in production of cemented shoes, of Louis XV-style shoes, and related footwear. Each machine available with assortment of carding-tools (burrs, teasels), carding-brushes, and other appropriate attachments. Direct to shoe-manufacturers. Depot de Cuirs et Crepins (Société D.C.C.) 74 Rue de Belleville, Bordeaux, Gironde. WTD 1/8/62. Pamphlets will be mailed upon request to interested shoe-makers.

366 Communications Equipment

SWEDEN—Combined telephone, intercommunication and office paging system, which can be connected with dictating machine and form dictating pool. Tjeders Industri AB, Malmkoping. For catalog write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

369 Electrical Machinery, Supplies

GERMANY—Electrical supplies and equipment such as electric components; electric multipolar connectors, such as plugs and sockets; electric magnets; electric cigarette vending machines; electric automobile accessories; electric power supply units for postal appliances. Wilhelm Harting, Werkfuer Elektrotechnik und Mechanik, Marienburger Strasse, 4992 Espelkamp-Mittwald Krs. Luebbeks/W. WTD 3/20/63.

371 Motor Vehicles, Equipment

GERMANY—Brake linings and clutch facings for European and American vehicles. Beral—Bremsbelag KG. Wilhelm Berges, 5277 Marienheide/Rhld. WTD 3/21/63. For prospectus material write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

Brake systems. Direct or through agent. Graubremse GmbH, 76 Eppelheimer Strasse, 69 Heidelberg. WTD 3/13/63. For brochure write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

SWEDEN—"Chip" magnetic oil plugs for cars, tractors and motor cycles. AB Dickson & Stromberg, Drakensgrand 2 (P.O. Box 15021), Stockholm 15. WTD 2/19/63.

373 Ship, Boat Building, Repairing

SWEDEN—Boat equipment and supplies. AB Gosta Berg, Regeringsgatan 20, Stockholm. WTD 3/20/63.

381 Scientific and Laboratory Instruments

FRANCE—Scientific laboratory apparatuses, Ets. Baudoin, 1/3 rue Rataud, Paris 5. WTD 5/9/62.

395 Pens, Pencils, Other Office Materials

GERMANY—Writing and drawing steel pens, fountain pens, pens for fountain pens, cutting pens, carving tools, card index tabs, flexible steel rulers, punches, drawing utensils, plastic transparent folders. Brause & Co., Postfach 311, 586 Iserlohn/W. WTD 3/14/63.

399 Manufacturing Industrial Products

FRANCE—Wigs and toupees (hand or machine-made articles) for men and women, including human-hair high-fashion pieces, and related lines, natural and others, including chignons, braids, curl-clusters, mustaches, and custom-made hair goods for street-wear, transformation, and theatrical purposes, available in wide variety of shades. Fernand Hyvernat, Saint-Benoit, Vienne. WTD 3/26/63. For descriptive pamphlets and price list write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

INDIA—Mechanical bird and animal scarer. Crop Protections Corp., 19 Hamam St., 4th Floor. Bombay 1. WTD 3/5/60. For brochure write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

JAPAN—Ladies' wigs. Seiko Trading Co., Ltd., P.O. Box 61, Shimizu, Shizuoka Prefecture. WTD 11/13/62.

SWEDEN—Oiler, pump type. Capacity 0.40 and 0.30 liter, with plastic or metal container. Oskar Svensson & Co., Kulltorp. WTD 3/20/63. For brochure write to Commercial Intelligence Division, BIC, Room 1310, Department of Commerce, Washington 25, D.C.

599 Retail Store Products

CENTRAL AFRICAN REPUBLIC—Ivory, ebony and other African handicraft articles. 500 kgs. of ivory shavings. Souvenirs d'Afrique, Boite Postale 376, Bangui.

PORTUGAL—Retail store products—terracotta statues, artistic figurines and miniatures, cloth dolls in regional costumes, hand made and embroidered apparel for babies, table cloths and napkins, table mat sets, and doilies. Also willow, straw, and wicker baskets and basketware. Novidades Pinto, Alfredo Jose Mendes Pinto 22—1° Esq., Rua Alfredo Keil, Amadora. WTD 3/18/63.

SWEDEN—Window shade rollers; turned wooden dolls used as napkin holders, in different hand-painted dresses. Lemnhults Industri AB, Lemnhult. WTD 3/20/63.

ZANZIBAR—Clove sachets and padded coat hangers stuffed with cloves for sale as gift items. His Highness's Handicraft Showroom, P.O. Box 222, Zanzibar. Sample.★

Burma cancels tenders for fertilizer plants

The January 28th issue of INTERNATIONAL COMMERCE, page 25, announced that Burma was seeking bids for two fertilizer plants.

Burma has now advised that only one plant will be built, the original tender has been cancelled, and a new tender will be issued. Notice of the new tender will be published as soon as it is received.

New Trade Lists

Most of these lists are prefaced by a brief review of basic trade and industry data collected in making the compilations. All are dated January unless otherwise indicated.

The Commercial Intelligence Division has published the following new trade lists of which mimeographed copies may be obtained by U.S. firms located in the United States from this Division and from Department of Commerce Field Offices. The price is $1 a list for each country.

Automotive Products Manufacturers—Denmark.
Beverages, Alcoholic Manufacturers— Nicaragua.
Boat and Ship Builders, Repairers and Chandlers—Spain, March.
Dairy Producers—Venezuela, April.
Dry Goods and Clothing Importers and Dealers—Thailand.
Fertilizer Importers, Dealers, Manufacturers and Exporters—Nicaragua.
Jewelry, Silverware, Timepieces and Giftware Importers and Dealers—Israel.
Leather and Shoe Finding Importers and Dealers—Costa Rica, February.
Mining Companies and Exporters of Ores—Jamaica.
Oil (Animal, Fish and Vegetable) Importers, Dealers, Producers, Refiners and Exporters—Mexico.
Paint, Varnish and Pigment Importers, Dealers and Manufacturers—Costa Rica.
Photographic Supplies, Dealers and Photographers—Ceylon.
Printers, Lithographers, Engravers and Publishers—Bolivia.
Printers, Lithographers, Engravers and Publishers—Japan.
Tobacco and Tobacco Product Importers, Dealers and Manufacturers—Jamaica.
Tobacco and Tobacco Product Importers, Dealers and Manufacturers—Surinam.
Tobacco and Tobacco Product Importers, Dealers and Manufacturers—Sweden.

Construction Projects

Supplementary information on items followed by (★) is available to U.S. firms domiciled in the United States from the Trade Opportunities Staff, Business and Defense Services Administration, U.S. Department of Commerce, Washington 25, D.C., or telephone WO 7-4674 in Washington.

ALGERIA—The Algerian government has decided to adopt U.S. 525 line/60 cycle television standard for rebuilding its TV network in Oran. Contact Algerian government, Oran, Algeria for details.

PARAGUAY—Sr. Otto Konen has been authorized, by Consejo Nacional de Coordinación Económica, to import machinery for establishment of tung oil factory. Proposed factory to be constructed in Colonia Hohenau, near Encarnación, in center of Paraguay's tung-producing region. Details may be obtained from Sr. Otto Konen, Asunción, Paraguay.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated.

ARGENTINA—Emilio Jajan, representing S. A. Establecimientos Vitivinicolas "Escorihuela"-Martynagro, S.R.L., Av. San Martin 3499, Buenos Aires, interested in export of **wines, olive oil, olives** and **dried fruit.** March 29 via New York for 1 month; c/o Martinique Hotel, Broadway and 32nd, New York, N.Y. Itinerary: New Orleans, New York, Chicago, Los Angeles, San Francisco.

AUSTRALIA—J. N. Dennis, representing Burnie Board & Timber Pty., Ltd., Bognuda St., Burchambe, Brisbane, Queensland, interested in latest developments and sales trends in the **wallboard industry.** April 20 via Los Angeles for 5 weeks; c/o C. Tennant & Co., 100 Park Ave., New York, N.Y. Itinerary: Los Angeles, San Francisco, Portland, Minneapolis, New York.

BOLIVIA—Chaskiel Rosenblum, representing Baltico Ltda., Casilla 2192-2824, La Paz, interested in **flashlight-batteries—pharmaceutical specialties—work clothing—oil cloth—dried fruits—canned fruits—razor blades,** etc. April 10 via New York for 30 days. c/o The Summit Hotel, East 51st St. and Lexington Ave., New York 22, N.Y. Itinerary: San Francisco, Los Angeles, New York.

CHILE—George B. McKay H., representing Galletas McKay, S.A., Moneda 3090, Santiago, interested in **biscuit machinery** and similar equipment, and **wrapping machines;** requests technical information on manufacture of biscuits and similar products in food line. April 15 via Chicago for 1 month, c/o Department of Commerce Field Office, 226 West Jackson Blvd., Chicago, Ill. Itinerary: Chicago, New York.

ENGLAND—Mr. Thomas Dudley, representing Thomas Dudley Ltd., New Birmingham Rd., Dudley, Worcestershire, interested in **plastic water closet flushing systems.** April 13 via New York for 1 month, c/o Sheraton Park Hotel, Washington, D.C. Itinerary: New York, Philadelphia, Washington, Clearwater (Florida).

ENGLAND—Harold Knight and A. M. Barnes, representing Watts Watts & Co., Ltd., 37 Threadneedle St., London, E.C.2, interested in making contact with U.S. firms who may require various **shipping services**—building specialized vessels, chartering, representation in U.K. April 21 via New York for 17 days; c/o British Consulate General, 99 Park Ave., New York 6, N.Y. Itinerary: New York, Pittsburgh, Cleveland, Chicago, San Francisco.

ENGLAND—Mr. Maurice Foster, representing "Industrial Envoy" and "Industrial Intelligence" published by Envoy Journals Ltd., 67 Clerkenwell Rd., London, E. C. 1, interested in **assisting American companies to export to Europe** through publicity in these publications. April 21 via New York for 2 or 3 weeks c/o British Consulate General, 99 Park Ave., New York 6, N.Y. Itinerary: New York.

GERMANY—Karl Theodor Vogel, representing Vogel-Verlag, 7-9 Max-Planck-Strasse, Wuerzburg, interested in **visiting U.S. publishers of trade magazines.** April 19 via New York for 6-8 weeks c/o Regie International, Inc., 610 Fifth Ave., Rockefeller Center, New York 20, N.Y. Itinerary: New York, Boston, Ithaca, Pittsburgh, Washington, Oakridge, Williamsburg, (Ky), Cincinnati, Akron, Detroit, Chicago, St. Louis, New Orleans, Houston, Dallas, Carlsbad, Albuquerque, Denver, Yellowstone, Salt Lake City, Las Vegas, San Francisco, Los Angeles.

INDIA—Mihir Sen, representing Hindustan Handloom and Handicrafts, 11 Government Place East, Calcutta-1, interested in exporting all types of **Indian silk** including Matka silk and raw silk, cotton fabrics including bleeding Madras. Also interested in meeting potential American collaborators for the **manufacture of machine tools** in India. April 15 via New York for two weeks c/o Mr. Kumar Cuha, Sales Manager, Pan American World Airways, 135 East 42nd St., New York, N.Y. Itinerary: New York, Philadelphia, Boston, Washington, New Orleans, Chicago, Los Angeles.

JAPAN—Mr. Masakazu Echigo, representing C. Itch & Company, Ltd., 36 2-chome, Honmachi, Higashi-ku, Osaka, interested in importing and exporting of **all types of merchandise.** April 2 via Honolulu for a few weeks c/o C. Itch & Co. (America), Inc., 5th Floor, ITT Bldg., 320 Park Ave., New York 22, N.Y. Itinerary: New York.

Mrs. Hanano Kodera, representing Kobe Store, Daimaru, Inc., 40 Akashi-cho, Ikuta Ku, Kobe, interested in trends and sales methods of **maternity wear.** Also interested in learning nature of handling **customers' complaints, store guide service, gift wrapping, and welfare services for employees.** April 6 via Honolulu for 30 days; c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: Honolulu, Los Angeles, New York, San Francisco.

JAPAN—Eizo Ikeda, representing R. K. Mizuno Sporting Goods Co., Ltd., 25 Okawa-cho, Higashi Ku, Osaka, interested in export market conditions of **timber** such as hickory and white ash—suitable to make **sporting equipment** such as skis, and baseball bats; also in general sports goods market condition for imports. Wishes to visit sports magazine publishers. April 3 via San Francisco for 45 days; JETRO offices in San Francisco, New York and Chicago. Itinerary: San Francisco, Los Angeles, New Orleans, Augusta, New York, Buffalo, Detroit, Chicago, Cincinnati, Louisville, St. Louis, Denver, Portland and Seattle.

JORDAN—Atallah K. A. Yunes & Bros., representing The International Oriental Bazar, Jerusalem, P.O. box 240, Ramallah, interested in **sale of Holy Land souvenirs** and requesting technical information about the purchase of all types of **gift articles, novelties and foodstuffs.** April 14 via New York for three months c/o Jordanian Embassy, 2319 Wyoming Ave., NW., Washington 8, D.C. Itinerary: New York, Washington, Miami, Detroit, Chicago, Florida.

LEBANON—Mr. Arthur Matossian, representing Arthur Matossian, Fontana Stores, Matossian Bldg., Abdel-Aziz St. Beirut, interested in **general household articles, glassware, gift items, gadgets, novelties, children's wear, and textiles.** April 10 via New York for three weeks c/o Cosmos Shipping Co., Inc., 8-10 Bridge St., New York 4, N.Y. Itinerary: New York, Chicago.

NETHERLANDS—Mr. C. A. van Vliet, representing Rolande N. V., 120 Keulsekade, Utrecht, interested in establishing contacts for **manufacture of tank trucks** for the transportation of chemicals in powder form (cement, lime, etc.) and requesting technical information on licensing and/or know-how, particularly regarding new developments in unloading of tank trucks. April 15 via New York for two weeks c/o Shelton Towers Hotel, Lex-

ington Ave. & 49th St., New York 17, N.Y. Itinerary: New York, Detroit, Washington, Philadelphia, Cleveland.

NETHERLANDS—Mr. K. H. Tan, representing N. V. Noordelijke Industrie Voor Vezelverwerking, 2 Kanaalkade, Moogezand, interested in discussing production, know-how and possible cooperation with manufacturers of **fiberboard, insulation board and acoustical board.** Latter part April via New York for four weeks c/o C. L. Meteer, Universal Moulded Fiber Glass Corp., Bristol, Virginia. Itinerary: not definite.

NEW ZEALAND—Jean Dannenburg, representing Dannenburg Bakery Ltd., 254 Taniwha St., Glen Innes, (P.O. box 18-023) Auckland, interested in **baking trade, special interest: machinery for the automatic production of pretzels,** and requesting technical information on all machinery for above mentioned article. April 20 via Los Angeles for 10 days c/o General Delivery, Main Post Office, Philadelphia, Pa. Itinerary: Philadelphia.

PAKISTAN—Ali K. Panjwani, representing Orient Trading (Pak) Corp., Hemani Mansion, Bunder Rd., Karachi, interested in contacting U.S. manufacturers of **pesticides, iron and steel.** Also wishes to contact U.S. manufacturers of **pharmaceuticals** interested in manufacturing their products in Pakistan under licensing arrangement. April 20 via New York for 2 months; c/o Mr. Link, A. L. Burbank and Co., 120 Wall St., New York, N.Y. Itinerary: Chicago, San Francisco.

SOUTH AFRICA—Leon Radomsky, representing Acme Radio (Pty.), Ltd., 52—Fourth Ave., Newton Park, Port Elizabeth, interested in **radio, electronics, tv, burglar alarm system and equipment** and requesting technical information on burglar alarm system. April 21 via New York for one month c/o Miss A. Lipschitz, 36 Bruce Ave., Yonkers, N.Y. Itinerary: Washington, Boston, New York, Chicago, Buffalo, Detroit, Philadelphia, Cleveland.

SOUTH AFRICA—Mr. J. Goldberg, representing Datons S.A. National Stock Remedies (Pty.), Ltd., p.o. box 396, Nigel, Transvaal, interested in meeting with manufacturers of **veterinary and agricultural supplies.** April 18 via New York for 2 weeks c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York 1, N.Y. Itinerary: New York.

SWEDEN—Mr. Eskil Schollin, representing E. Schollin & Co. AB, Fack, Viggbyholm 2, interested in locating additional sources of supply for **U.S. lumber,** mainly hickory dimension stock for tool handles and skis, Southern tough ash, sitka spruce, western cedar, douglas fir for ship's decking, and hard white maple. April 4 via New York for two months c/o The Swedish Chamber of Commerce of the U.S.A., 8 East 69th St., New York 21, N.Y. Itinerary: New York, Jacksonville, New Orleans, Los Angeles, San Francisco, Seattle.

SWEDEN—Mr. Bert Hammarstrom, representing Wasabolaget AB, Sandhamnsgatan 39, Stockholm, interested in contacting manufacturers of **machinery and equipment for construction and maintenance in building industry** and requesting technical information on same. December 2 via New York for six months c/o The Westover Hotel, 253 W. 72nd St., New York 23, N.Y. Itinerary: Philadelphia, Jacksonville, Miami, Tampa, Atlanta, Memphis, Oklahoma City, Las Vegas, Los Angeles, San Francisco, Minneapolis, Chicago, Detroit, Boston, New York.

SYRIAN ARAB REPUBLIC—George Badine, representing Syrian United Corp., P.O.B. 301, Port Said St., Damascus, interested in **telecommunications, petrochemical industries, sea water distillation plants, pipes.** April 15 via New York for one month c/o Department of Commerce Field Office, Empire State Bldg., 350 Fifth Ave., New York, N.Y. Itinerary: New York, Dallas.

URUGUAY—Gregorio Enguelberg, representing Autoparts S.A., Calle Calicin 1267, interested in representing manufacturers and exporters of **automotive spare parts and garage equipment.** April 15 via Honolulu for fifteen days c/o Hotel Sheraton Atlantic, Broadway & 34th St., New York, N.Y. Itinerary: Honolulu, San Francisco, Fort Wayne, New York, Miami.

United States Exports, 1960-1962

(Billions of dollars)

	1960	1961	1962
Grand total (including military goods, "special category" items, and reexports)	20.6	21.0	21.6
Total, excluding military goods	19.6	20.2	20.9
Total, adjusted, excluding military goods (as used in official U.S. balance of payments)	19.5	19.9	20.6
Total, excluding "special category" items (Special category items are all military goods and certain other selected commodities for which commodity and country data are not available for security reasons.)	18.9	19.1	19.5
Total exports of domestic merchandise (excluding reexports)	20.4	20.7	21.4
Domestic exports, excluding military goods	19.4	19.9	20.6
Domestic exports, excluding "special category" items	18.7	18.9	19.2

Prepared in the International Trade Analysis Division, Bureau of International Commerce from basic data of the Bureau of the Census, U.S. Department of Commerce, March 1963.

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New Books and Reports

***Doing Business Abroad.* Vaclav Mostecky. 1962. (A Selected and Annotated Bibliography of Books and Pamphlets in English.) Harvard Law School Library, Soldiers Field, Boston 63, Mass. 88 pp. $2, supply limited.**

Covers the legal issues pertinent to private foreign investment, and to doing business abroad. Entries on publication since 1960, cover such areas as taxation; tax treaties; financial aspects of foreign investment; constitutions; commercial legislation and treaties; business associations; patents, trademarks and licensing; natural resources and energy; antitrust; labor relations; international commercial arbitration.

***Labor Law and Practice in . . . .* Published by the Department of Labor, Washington, D.C. 35 cents apiece.**

A series of reports published by the Bureau of Labor Statistics to provide background material for U.S. businessmen and other Americans who may be employing local workers in foreign countries. Recent reports deal with:

Colombia, 47 pages (BLS Report No. 217);

Bolivia, 37 pages (BLS Report No. 218);

Costa Rica, 43 pages (BLS Report No. 220);

Iraq, 34 pages (BLS Report No. 221);

Guatemala, 32 pages (BLS Report No. 223; and

Ceylon, 48 pages (BLS Report 227).

***International Trade Handbook.* Published by the Dartnell Corporation. Chicago, April 1963. 1,312 pp. $17.50.**

A revised and expanded version of the Foreign Trade Handbook, this book is an encyclopedic treatment of the various aspects of doing international business. It contains sections on Basic Principles of Foreign Trade; Foreign Trade Documentation and Finance; Legal Aspects of International Trade; Selecting and Training Executives for Foreign Trade; How to Establish Foreign Operation from Scratch; Case Histories and Operational Notes; Operating an Overseas Sales Organization; an Outline of Import Procedures; and Practical Problems of International Trade.

An alphabetically arranged ready reference section contains over 200 pages of data ranging from abbreviations used in foreign trade documentation to conversion tables for Metric-English weights and measures. It can be ordered from the Dartnell Corporation's Chicago or London offices.

***International Advertising Expenditures.* 1962. International Advertising Assn., Hotel Roosevelt, Madison Ave. & 45th St., New York 17, N.Y. 47 pp. $1.50.**

An analysis of advertising expenditures by media in the U.S., Canada, Australia, South Africa, Japan, and in 25 other countries in Europe, Latin America, and the Middle East. Shows distribution of advertising expenditures by industry or product groups and by major media in the U.S., Canada, France, Greece, and Japan.

Subscribers to this magazine may obtain without charge a single copy of an Overseas Business Report described in this issue by making a specific written request, including the OBR number, to the Publications Division, Bureau of International Commerce, U.S. Department of Commerce, Washington 25, D.C.

***Overseas Business Reports.* U.S. Dept. of Commerce. Washington, 1963. $18 per year ($12 additional for overseas mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Washington 25, D.C.**

Doing Business With the Common Market. OBR 63-9. 7pp. A selected reading list on the European regional economic organizations.

Economic Developments in Italy, 1962. OBR 63-60. 8pp.

Economic Developments in Sweden, 1962. OBR 63-62. 4pp.

Economic Developments in Norway, 1962. OBR 63-63. 3pp.

Economic Developments in the Republic of Korea, 1962. OBR 63-64. 7pp.

Economic Developments in Greece, 1962. OBR 63-66. 6pp.

Economic Developments in Indonesia, 1962. OBR 63-67. 7pp.

Economic Developments in the Republic of Malaya, 1962. OBR 63-68. 4pp.

Economic Developments in Japan, 1962. OBR 63-69. 9pp.

Economic Developments in Brazil, 1962. OBR 63-70. 9pp.

Economic Developments in Chile, 1962. OBR 63-71. 8pp.

Economic Developments in Venezuela, 1962. OBR 63-73. 5pp.

***Quarterly Report on Sweden.* Published by the Swedish Sales Institute. $1 for first annual subscription, all copies thereafter are free (until further notice).**

This quarterly magazine is intended to present concentrated information on economic and advertising developments in Sweden. It draws from official statistics, articles in newspapers and trade journals, and the files of the Sales Institute's research department.

The 4th quarter 1962 issue offered free copies of a 20-page booklet on the rights of foreigners to engage in business in Sweden (Order No. 116).

Both publications may be ordered from the Swedish Sales Institute, Kungsgatan 74, Stockholm 1, Sweden.

***Venezuela: A Statement of the Laws in Matters Affecting Business.* (3d Ed.) 1962. Sales & Promotion Div., Pan American Union, Constitution Ave. and C St., NW., Washington 6, D.C. 289 pp. $5.**

One of a series of studies edited and published by the Pan American Union to provide businessmen, lawyers, and other interested persons with a summary of the basic legislation in force in each Latin American republic. Emphasis is given to laws and regulations pertaining to commercial matters.

***International Finance.* By Max Wasserman, Charles Hultman and Laszlo Zsoldos. Simmons-Boardman. New York. March, 1963. 340 pp. $10.**

Following an introductory section on the nature of international finance, the authors treat the background and nature of the modern international monetary system, emphasizing the role of the dollar and the Euro-dollar market. Further sections deal with the international balance of payments, financing international transactions, international finance markets and the international and interregional aspects of foreign exchange.

It may be ordered from the Simmons-Boardman Publishing Company, 30 Church Street, New York 7, N.Y.

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Calendar *for international traders*

April

15-16—Conference for Corporation Executives on U.S. Business in Africa. **Washington, D.C.** Sponsor: School of Advanced International Studies, The Johns Hopkins University, Washington, D.C.

16—Monthly Luncheon Meeting, International Executives Assn. Hotel Statler Hilton, **New York, N.Y.**

16—Memphis World Trade Club Meeting, Hotel Claridge, **Memphis, Tenn.**

16—(9 a.m. to 3 p.m.)—"Developing International Sales." One day educational course. Les Shaw's Resturant, **New Haven, Conn.** Sponsors: New Haven Chamber of Commerce and U.S. Dept. of Commerce.

16—Providence World Trade Club Dinner Meeting, Sheraton Biltmore Hotel, **Providence, R.I.**

17—Pan-American Day Export Conference, **Miami, Fla.** Sponsors: Miami-Dade County Chamber of Commerce and the Commerce Dept's Miami Field Office.

17—Export Expansion Workshop, Hotel Paten, **Chattanooga, Tenn.** Sponsors: Atlanta Regional Export Expansion Council, Chattanooga Manufacturers Assn.

17—Northwest Arkansas Export Expansion Conference, John Brown University, **Siloam Springs, Ark.**

17—Joint Meeting of the Northwest Wood Products Clinic and the Forest Products Research Society, **Spokane, Wash.** Subject: Possible Solution to the Impact of Imports on the Western Softwood Industry.

18—Businessmen's Consultations on Japanese and Korean trade. **Buffalo, New York.** Sponsor: U.S. Dept. of Commerce.

18-19—Export Expansion Workshop, **Erie, Pa.** Sponsors: Erie & Pittsburgh Chambers of Commerce, U.S. Dept. of Commerce's Pittsburgh Field Office.

19—International Trade Workshop, **Philadelphia, Pa.** Sponsor: Wharton Graduate School of Business Administration.

19—Foreign Credit Insurance Seminar, Americana Hotel, **New York, N.Y.** Speaker: Henry G. Sheehy, President of the Foreign Credit Insurance Assn. Sponsors: New York Regional Export Expansion Council, American Institute of Marine Underwriters, FCIA, and Dept. of Commerce's New York Field Office.

19—World Trade Week Dinner, Commodore Perry Hotel, **Toledo, Ohio.** Sponsors: Toledo Area Chamber of Commerce and Toledo-Lucas County Port Authority.

19—Businessmen's Consultations on U.S.-Japan Trade. **Rochester, N.Y.** Sponsor: U.S. Dept. of Commerce.

19—Korea-America Commerce and Industry Assn. Luncheon Meeting. **New York, N.Y.** Sponsor: U.S. Dept. of Commerce.

19-20—Economic Development Institute, **Tucson, Ariz.** Sponsor: University of Arizona, Arizona Regional Export Expansion Council, U.S. Dept. of Commerce's Phoenix Field Office.

22—International Trade Workshop, Sheraton Hotel, **Chicago, Ill.** Sponsor: International Marketing Institute. Speaker: Draper Daniels, National Export Expansion Co-ordinator.

22—Dinner Meeting, International Trade Club of **Kansas City, Mo.**

23—Export Seminar, **Janesville, Wis.** Sponsors: Janesville Chamber of Commerce and U.S. Dept. of Commerce.

24—Export Expansion Seminar, **Wausau, Wis.** Sponsors: Wausau Chamber of Commerce, U.S. Dept. of Commerce Chicago and Milwaukee Field Offices, Small Business Administration.

24—World Trade Club of **St. Louis, Mo.:** Port of New Orleans Night. Le Chateau Inn.

24—Profits in Exports Conference, Country House, **Syracuse, N.Y.** Sponsor: U.S. Dept. of Commerce.

24—New England's 10th Annual World Trade Day. Sheraton Plaza Hotel, **Boston, Mass.** Theme: "International Trade—Challenge and Opportunity." Sponsor: International Trade Assn. of New England.

24—Freedom Forum, National Education Foundatiton, **Searcy, Ark.** Subject: The Trade Expansion Act and the European Common Market.

25—Indiana Trade Expansion Workshop on Exports, **Indianapolis, Ind.** Sponsors: Indianapolis Chamber of Commerce and U.S. Dept. of Commerce.

25—Special Interest Meeting of the International Trade Club of **Chicago, Ill.** 3 to 5 p.m., La Salle Hotel. Subject: Panel Discussion on Doing Business With Spain.

26—Foreign Credit Insurance Assn. Educational Conference, **Memphis, Tenn.** Sponsor: "Insurors of Memphis" and U.S. Dept. of Commerce.

27-May 9—North Carolina International Trade Fair, **Charlotte, N.C.**

28-May 4—World Trade Week—**New Orleans, La.** Sponsors: U.S. Dept. of Commerce, Regional Export Expansion Council, Chamber of Commerce of the New Orleans Area.

29-30—16th Annual Ocean Shipping and Foreign Trade Institute, **Washington, D.C.** Sponsor: American U.

30—Sales and Marketing Executives of Pittsburgh Annual Presidential Dinner, Penn-Sheraton Hotel, **Pittsburgh, Pa.**

30—Modernization Conference, Conrad Hilton Hotel, **Chicago, Ill.** Speaker: Daniel L. Goldy, Administrator, BDSA. Subject: Opening up National and International Markets Through Modernization. Sponsor: American Society of Tool Manufacturers and Engineers.

May

1—Foreign Credit Insurance Assn. Workshop, Atlantic Coast Line Railroad Building, **Jacksonville, Fla.** Sponsors: American Institute of Marine Underwriters and the Upper Florida Regional Export Expansion Council.

1-3—18th. Mississippi Valley World Trade Conference, **New Orleans, La.** Sponsors: U.S. Dept. of Commerce, Regional Export Expansion Council. Speaker: Dr. Jack N. Behrman, Assistant Secretary of Commerce for Domestic and International Business.

2—Monthly Meeting of the Machinery-Metals Export Club. The Advertising Club, **New York, N.Y.**

2-4—Conference on the Economic Development of the Near East. Gaston Hall, Georgetown Univ., **Washington, D.C.** Sponsor: The Middle East Institute.

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Adamas Carbide Corporation gained market footholds with licensee and joint-venture agreements, gave engineering and technical services; Boeing Company employed market surveys and heavy overseas advertising; Campbell Soup Company used TV, radio, press, magazines, movies and point-of-sale materials to sell its products; Caterpillar Tractor Company demonstrated equipment new to European markets, advertised extensively in many languages; Chrysler Corporation increased exports through introduction of its first compact car; John Deere International established assembly interests in overseas firms, entered marketing organizations; Diesel Equipment; Great Lakes Carbon Corp. sent airborne technical group to Latin America to demonstrate company products, provided long-range sales stimulant; Diesel Engine Sales, Inc., used aggressive advertising campaign, offered competitively-priced, quality products; DoAll Company employed foreign-language sales literature, direct-mail promotion and motion pictures; participated in trade fairs; IBM World Trade Corporation met competition, expanded markets, tailored products for specific markets; Isbrandtsen Co., Inc., inaugurated mobile trade fairs and displayed products of U.S. companies at overseas ports; J & L Engineering Co., Inc., helped customers to use equipment effectively through annual demonstration conference; Jarrell-Ash Division, Fisher Scientific Co., used Commerce Trade Lists, exhibited at trade fairs, met competition, used metric system, introduced new products; Key Equipment Co., Inc., advertised, introduced new equipment, demonstrated machinery; Lufkin Rule Co., Lufkin Foreign Sales Corporation Co. selected and trained European sales engineers, visited customers and sales representatives overseas; Le Tourneau-Westinghouse Company introduced equipment through aggressive selling techniques; [illegible] sold on a person-to-person basis, hired salesmen to speak language of area, used licensing arrangements where competition indicated; McGraw-Hill Book Company tailored books to markets, appointed resident overseas staff to visit potential customers, used cooperative book-week displays; Owatonna Tool Company relied on personal visits and intensive correspondence, participated in trade fairs and expositions; Perfect Circle International combined service, careful selection of products and representation plus aggressive promotional attitude; Radiation Counter Laboratories, Inc., carried out extensive promotional efforts with a strong export organization; Rayonier Incorporated offered quality products at quality prices, practiced continued product research, visited overseas contacts; Schacht Associates, Inc., actively sold the ultimate consumer; U.S. Industries, Inc., introduced new products, set up overseas organizations; Wen Products, Inc., set up own export organization, introduced new equipment, offered competitive prices,

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